

Directory of
**SOFTWARE
DISTRIBUTORS
IN CANADA**

1992

FIRST EDITION

CWARC

CANADIAN WORKPLACE AUTOMATION RESEARCH CENTRE

Canadian Cataloguing in Publication Data

Main entry under title:

Directory of software distributors in Canada

1991-1992 ed.

Issued also in French under title: Répertoire
des distributeurs de logiciels au Canada.

Produced in collaboration with Industry, Science
and Technology Canada (ISTC) and Ministère de
l'Industrie, du Commerce et de la Technologie
du Québec (MICT).

ISBN 0-660-14386-0

DSS cat. no. Co28-1/90-1992E

1. Computer software industry -- Canada -- Directories.
2. Computer service industry -- Canada -- Directories.
3. Computer software -- Catalogs. I. Canadian Workplace
Automation Research Center.

HD9696.C33.D57 1992 338.4'70053'02571 C92-099570-5

**DIRECTORY OF SOFTWARE DISTRIBUTORS
IN CANADA**

1992 Edition

Compiled by

Canadian Workplace Automation Research Centre (CWARC)

Project Coordinators:

Michel Hall (CWARC)

Marcel Simoneau (CWARC)

Collaborators:

Marie-Annick Drouin (MICT)

Denis Lachance (Communications Canada)

Keith Parsonage (ISTC)

Robert Rand (ISTC)

Michel Teasdale (ISTC)

Questionnaire Administration and Company Profile Processing:

Louise Morin,

under the direction of Jacques Grysole (Legault, Grysole et Associés Inc.)
for Quebec and the Atlantic provinces

Graphic Design (questionnaires and forms):

Daniel Monette Créations Graphiques Inc.

Writer/Consultant:

Marie-Cécile Domecq

Special thanks to Denis Beauchemin, Céline Fillion and Renée Lotie for their assistance in the elaboration of this directory.

Distributed by

Communications Canada

Also available in French under the title

Répertoire des distributeurs de logiciels au Canada

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INTRODUCTION

The Canadian Workplace Automation Research Centre (under Communications Canada), in collaboration with Industry, Science and Technology Canada and the Ministère de l'Industrie, du Commerce et de la Technologie (the Quebec department of industry, commerce and technology) is pleased to publish this revised and expanded edition of the *Directory of Software Distributors in Canada*.

The Directory lists some 200 software distributors through Canada. The concept of a **"software distributor"** is somewhat broad and difficult to define. The companies listed are not all distributors in the sense of "wholesalers whose primary function is to ensure wide distribution of goods and to supply products to specialized retailers." According to such a definition, few software companies in Canada (or elsewhere in North America) would indeed qualify.

Yet software distribution channels do exist, as this Directory is intended to highlight. The distributor's role, however, is often multifaceted: a single firm may serve as software designer, buyer, and distributor all at once. Therefore, categories of distributors have been established in order to reflect the great complexity of the industry.

The *Directory of Software Distributors in Canada* is designed to meet the needs of two distinct clienteles:

- software designers, who may wish to find new distribution channels and reach new markets; and
- buyers, who operate at various levels of the distribution chain—e.g., value-added resellers and retailers, as well as government representatives and private consultants who may be looking for new collaborators or solutions to computer needs.

The Directory is intended to provide all users with an effective means of finding the "ideal" distributor to meet their specific requirements. A unique Company Profiles section, which consists of data on each distributor, including information on product sources and new product needs, make this Directory distinct from all other reference works.

In addition, the *Directory of Software Distributors in Canada* is an indispensable tool for distributors to make themselves known and in order to expand their markets.

• Introduction to the 1992 Edition

In 1987, the joint efforts of the Quebec government's Ministère de l'Industrie, du Commerce et de la Technologie and Ministère des Communications, and the Canadian government's Department of Regional Industrial Expansion (which later became Industry, Science and Technology Canada) first produced the *Directory of Software Distributors in Canada*. In the first edition, listings were limited to four provinces: Alberta, British Columbia, Ontario and Quebec. Since the demand for such a tool has grown steadily, this updated edition covers the entire country.

All the companies listed are involved in one or more levels of the software distribution chain. Specific information is provided on each, such as their area(s) of specialization, market(s), and supplier(s). A company profile for each distributor is organized in six sections: Identification; Product Range; Product Sources; Client Base; Business Profile; and New Product Needs.

The company profiles have been classified according to the primary focus of each firm —i.e., the area of operations which each company considers to be its most important. In addition, indexes and cross-reference charts provide useful means of finding specific information.

• Research Method

The primary source of information for the current Directory was the 1987 edition. As well, CWARC's collaboration with the MICT and ISTC provided access to the information contained in an MICT publication entitled *Quebec Computer and Data Processing Industry*. ISTC's BOSS database provided additional data, as did members of the Software Industry Liaison Committee in the Atlantic provinces.

The following criteria were established for a company to be considered as a distributor: The company must

- a) currently market at least one software package (or basic module) other than its own;
- b) be interested in distributing such software and be equipped to begin doing so *in the near future*;
- c) be operating in Canada.

Unlike the 1987 edition, none of the selection criteria pertained to revenues or number of employees.

The data on each distributor was gathered by means of a questionnaire (available in both French and English). After a validation trial was carried out with ten companies in the Montreal area, the questionnaire was faxed to the remaining distributors selected.

The research was conducted accross Canada and the procedure was in three phases:

1. Canadian software designers were contacted and asked for the names of their distributors.

2. Distributors were contacted by telephone to determine whether they met the distributorship criteria (companies that distributed their own products exclusively were eliminated).
3. The companies that qualified were sent a questionnaire, which would provide data for publication in the directory.

Of the companies who were sent a questionnaire, 30% did not respond.

• 1993 Edition

The 1993 edition will be compiled in the fall '92. If you would like to be included in the directory, if there has been a change in your company's name or address, or if your distributors are not currently listed, please fill out the form on the next page and return it to the address below, and you will be sent a questionnaire for the next edition before the 30th september 1992.

This Directory is the result of a cooperative effort. To help improve the directory and keep it up to date, please let us know if any information is incomplete or inaccurate, or if any errors may have slipped by. Any comments would be appreciated.

REGISTRATION FORM FOR THE 1993 EDITION

If you are not listed in the 1992 edition of the Directory, if there has been a change in your company's name or address, or if your distributors are not listed, please complete the application form below and return it to the following address, and you will be sent a questionnaire for the next edition:

Directory of Software Distributors in Canada
Integrated Service for Information Resources (ISIR)
1575 Chomedey Blvd.
Laval, Québec
H7V 2X2

Application Form **Directory of Software Distributors in Canada** **1993 Edition**

- *I would like to be included in the 1993 edition*
- *The distributor for my company is not listed in the 1992 edition. I would like to provide the necessary information.*

Please send a questionnaire to the following address :

Contact Person _____
Company Name _____
Department _____
Address _____

City/Town _____
Province _____
Postal Code _____

Telephone No. () _____
Fax No. () _____

NB: Sent before 30th september, 1992

USER GUIDE

In a constantly evolving software market, product visibility is essential to product survival. For a software designer intent on making inroads, the right distributor and distribution method are essential. The *Directory of Software Distributors in Canada* is intended to help software designers find the distributors that can best promote their products.

The Directory is also an indispensable tool for buyers—whether they represent value-added resellers, retailers, consultants or government departments—as it provides a means of finding the distributors that handle the largest range of products of a given type.

The Directory is also a useful means for distributors to make themselves known. The information on each distributor includes an accurate profile of the company's clientele, as well as the types of suppliers the company is interested in.

The way the Directory is organized reflects those considerations. Information on each company is presented in a concise, one-page format. In addition, indexes and cross-reference tables maximize the usefulness of the Directory.

The following definitions are provided to clarify the terms used in both the questionnaire and the Directory itself. (The terms also correspond to the diagram on p. 8.).

• Target Audience

The average user of the Directory is a software designer who is looking for partners (e.g., value-added resellers) or distributors for his product.

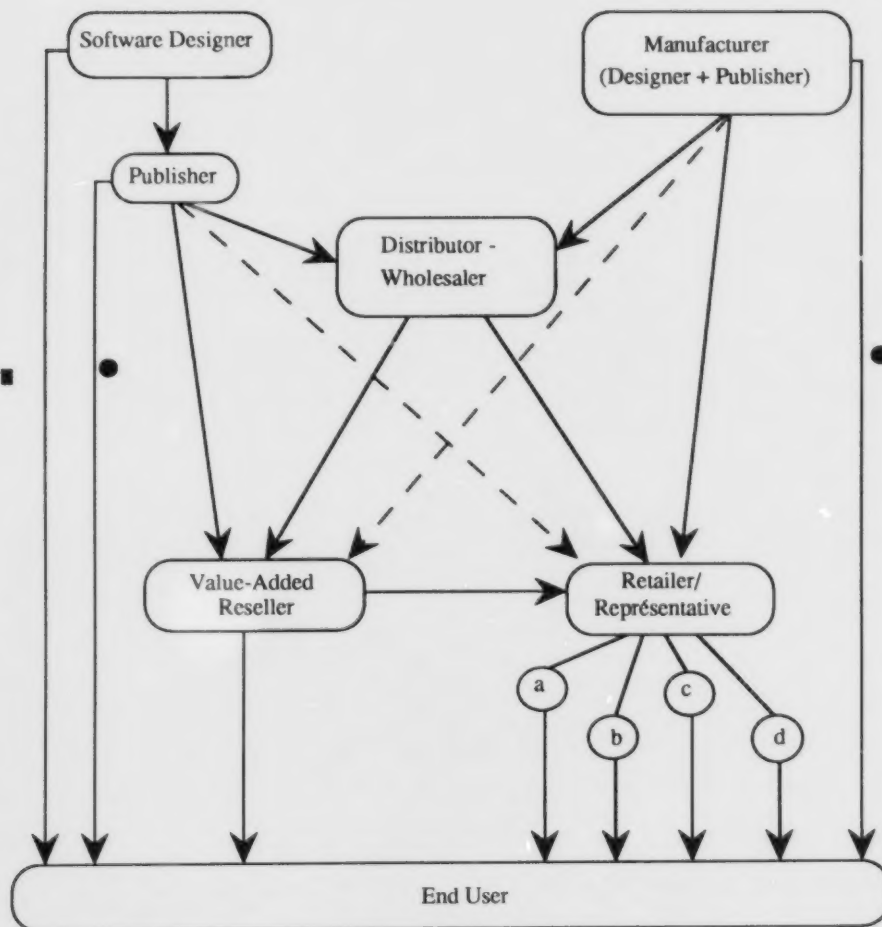
Software Designer. *The software creator, or writer. The designer also writes a technical manual and the first version of a user guide, and undertakes the design and production of subsequent versions and updates.*

The designer provides usable software, as well as reference manuals (though they may be minimal). The software producer or distributor provides a link between the designer and the end user.

• Distribution Process

The process through which the software is relayed from its designer to the end user can be long and complex. The following diagram illustrates the **distribution process** and the role of the **distributor**.

DISTRIBUTION PROCESS



■ = Custom-made products

● = Sale representative, correspondence, telemarketing, retail network or outlets, customer service

a = Independent representative

b = Software retailer (independent outlet or chain)

c = Computer products retailer (independent outlet or chain)

d = General retailer (independent outlet or chain)

Each of the following terms corresponds to a different aspect of the distribution process, ranging from the software designer to the end user, as illustrated in the preceding diagram.

. Publisher

Acquires usable software and a minimum of reference materials from the software designer. The producer's role is to turn out a product that is ready to be marketed in large quantities. In general, he is in charge of adapting, translating and putting the "finishing touches" on the software, and oversees the production of technical and user guides, a training module (tutorial), packaging, and copies of the software.

The software producer may contact the end user directly, whether by mail, through telemarketing or sales representatives, or indirectly through a wholesaler, value-added reseller or retailer.

. Software Manufacturer (Designer/Publisher)

Fulfills the roles of both software designer and producer.

The software manufacturer may contact the end user directly, whether by mail, through telemarketing or sales representatives, or indirectly through a distributor-wholesaler, value-added reseller or retailer.

. Distributor-Wholesaler

Obtains the product once it is packaged and ready for sale, handles marketing, lists the product in a catalogue, and plans advertising campaigns.

The distributor-wholesaler provides customers with volume shipments of the product. He may contact customers directly, whether by mail, through telemarketing or sales representatives, or indirectly through a value-added reseller or retailer.

. Value-Added Reseller (VAR)/Systems Integrator

Provides a specialized clientele with complete systems (hardware and software) which comprise a selection of products that are adapted to meet client needs in an integrated way. The value-added reseller has the technical expertise to accommodate specialized needs. To do so, he acquires the necessary hardware and software, which he customizes as needed, and integrates it into a single system.

The value-added reseller provides the end user with one or more copies of the software as part of a global approach to the client's needs. Contact with the end user may be direct or through a retailer.

. Retailer

A seller of either a range of computer products or software alone. Obtains software from designers, publishers, manufacturers or distributor-wholesalers. In certain cases, advertises or promotes the software product or provides training and limited customer support.

The retailer sells directly to the end user through various means:

- retail outlets that specialize in software
- retail outlets that sell a range of computer products (hardware and software)
- non-specialized department stores or retail chains.

In summary, the term **buyer** is used here to mean anyone who acquires products at any stage of the distribution process: value-added resellers and retailers, as well as government representatives, private consultants, etc., who wish to find new partners or products. **Supplier** is used to refer to software designers who relay their products to distributors for sale.

Distributor refers to companies that supply products to retailers or to various levels in the distribution chain. As stated in the Foreword, the requirements for a company to be considered a distributor for the purposes of this directory are as follows:

The company must

- currently market at least one software product other than its own;
- be prepared to distribute such software in the near future;
- be operating in Canada.

Retail outlets that sell popular software for the general public are not included in this Directory. (Such outlets can be found in the Yellow Pages.)

It should be noted that some distributors have not been listed in the Directory for one or more of the following reasons:

- they are not interested in being listed;
- they do not foresee developing a market for products developed by a third party in the near future, or distribution only constitutes a small proportion of their operations;
- they are not interested in distributing new products.

How to Use the Directory

The *Directory of Software Distributors in Canada* is divided into three sections.

1. Company Profiles

This is the main part of the Directory. Each page provides essential information on one company. The company profiles are arranged according to the primary activity of each company in order to highlight the different types of distributors.

The firms are listed under one of those following categories: designer, consultant, computer products retailers, distributor-wholesaler, publisher, manufacturer, independent representative and value added reseller (VAR). In the case where firms have more than one main activity, there are listed under only one of these activity (see alphabetical list, page I-1).

Also, firm who have other main activity than the one listed, will be classified under "Distributor-wholesaler" item.

In the activity index, directory's user will find the firms under main activities as given in the questionnaire.

Each company profile is divided into six sections. In those sections, the term **software products** refers to any software, whether standalone programs or basic modules (development tools used to design new applications, specially designed programming languages, etc.).

• Identification

Company name, address of the head office (or Canadian office if the company is foreign-based), branch offices and, if applicable, the names of any contact persons (and their addresses and telephone numbers if not located at the head office).

• Software Line

Total number of software products distributed by the company, user language(s), types of software (application programs, resident programs), hardware for which the software is designed, and an estimated price scale.

Software designers and buyers are provided with an overview of what each company distributes. Therefore, designers can contact the distributors that best suit their products, and buyers can find the suppliers that best meet their needs and expectations.

- **Origin of software**

An exclusive feature of this Directory.

Includes information on the number of software products (application software or basic modules) developed by third parties and distributed by the company, where the products are from geographically, the types of suppliers, and product formats.

Designers can assess general purchasing trends, the degree of product preparation that is expected by distributors and, especially, the company's current or future capacity for distributing the products of third parties. Buyers can determine product formats and see where products are available.

- **Client Base**

Specific types of customers and their characteristics, distribution methods, and distribution territory.

Software designers can assess their chances of succeeding in specific markets and determine whether the distribution methods are suitable. Buyers can determine which distributors can meet their needs.

- **Profile**

Specific information on the company that positions it among other distributors of software developed by third parties, the importance of the company's distributor role with respect to its other operations. Sales figures refer to sales generated in Canada (unless indicated otherwise).

- **Software in demand**

An exclusive feature of this Directory.

Types of products the company would like to distribute, product formats, and distribution conditions (pertaining to the distributor and designer).

This will provide software designers with the information they need to determine the probability of having their products distributed and to assess the usefulness of entering into certain contractual agreements (e.g., partnership).

How to Interpret a Company Profile

Software Inc.

Distributor

Headquarters:
145 Dick Drive Blvd
Ottawa (Ont.) M1T 1B2

Other offices: other locations in Canada.

Software Line

Types of computer products handled by the distributor

Titles: total number of software products in French, English and other languages

Application Software: areas covered -e.g., accounting, general management.

Systems Software: types of resident software -e.g., communications, utilities...

Hardware: breakdown of types hardware for which the software is designed: e.g., mainframe (man. and ope.), Mini (man. and ope.), 90% of titles for "Micro", manufacturer: ALR-IBM,

Price: price scale for distributor :
ex.: under \$100, \$100 - 500 ...

Origin of software

Distributor's capacity for distributing products distributed for other companies

Total number of software products distributed for other companies: e.g., 2

Software suppliers: e.g., 5

Basic modules suppliers: e.g., 4

Distribution of suppliers: by province

Status of products accepted for distribution: e.g., only ready-to-use products without packaging

Client Base

Characteristics of the distributor's clientele, breakdown by province, and distribution methods

Specialized fields: e.g., municipalities, construction firms, small businesses

Sell to: types of clients: e.g., independent sale representatives, distributor-wholesalers. ..

Other selling technique: e.g., telemarketing...

Distribution of software sales: percentage of clients in each province in Canada and other countries

Contact:
Frederic Mainframe, President
Paul Smith, Vice-president

Profile

Founding: year company founded:
1967

Range of annual sales: total for Canada and proportion of sales derived from software distribution: e.g., \$2 to 10 millions, software distribution: 50%

Employees: employees total number and proportion of human resources derived from software distribution: e.g., 33, software distribution: 50%

Main activity: business activity which requires the most work and generates the largest percentage of the company's annual sales figure
e.g., distributor-wholesaling, value-added reselling...

Other activities: secondary business activities: e.g., software designer
publisher...

Software in demand

Products sought by the distributor, types of business links that can be established between the distributor and supplier

Types of products: types of software products and applications that the distributor is interested in handling

Eligibility criteria: format, reference materials, technical support...

Evaluation criteria: relative importance of various characteristics -e.g., originality of application, wide market and sales efforts, technical innovation: essential, important, useful...

Service offered to designer/supplier: technical support offered by the distributor to the designer/supplier -e.g., editing, advertising, software translation...

Type of agreement: partnership, exclusive rights...

2. Indexes

The Company Profiles section is organized according to primary area of activity. The indexes are designed to provide the most ways possible for software designers and purchasers to find the companies that meet a specific criterion. In each thematic index, the companies are listed alphabetically under each subheading.

The following indexes are provided:

. Alphabetical

Company names are listed in alphabetical order. Companies which have different names in English and French are listed according to the English name in the English edition of the directory and the French name in the French edition, with the alternate name in parentheses.

. Main activities

Listing according to the main activities as answer in the questionnaire.

. Distribution Intermediaries

Listing of types of intermediaries distributors use for product distribution: individual retailers, retail chains, etc.

. Sales technique

Listing by types of sales techniques used by the distributor: telemarketing (telephone sales), direct mail (catalogue sales), retail outlets, etc.

. Hardware and operating system

Listings according to the main hardware and operating systems currently on the market.

. Application and systems softwares

An index of major areas of activity is provided to help identify distributors' areas of interest: accounting, management, distribution, property management, management and financial analysis, engineering, manufacturing, and sales and marketing. Categories suggested by distributors have been included as well.

The following software categories are listed: communications, programming tools, operating systems, database-management systems, and utilities. Categories suggested by distributors have been included as well.

. Distribution area

Provinces, regions or countries in which products are distributed.

. Province

Listing according to head-office locations.

. Specialized clientele

Listings according to specialized customer groups.

. **User language**

Listings according to the software interface language: English, French, English and French, Spanish, etc.

. **Agreement and contract type**

Listing according the most common types of contract agreements: exclusive distributorship, payment of royalties, etc.

After finding names of companies in the indexes, simply refer to the company profiles for complete information on each company.

3. Cross-Reference Tables

Cross-reference tables provide company information in summary form. They are means of finding companies that meet a set of criteria (unlike the indexes, which deal with one specification at a time).

The following cross-reference tables are provided:

. **Location**

Company name/ head office, Canadian office

. **Application and system softwares**

Company name/ application programs, resident programs

. **Hardware and operating systems**

Company name/ hardware, operating system

. **Distribution**

Company name/ type of company, intermediaries, sales to end users



How to Find Information

The method you use to find information will depend on your specific needs.

- **Software designers or purchasers who are looking for distributors:**

- . Use the indexes to find companies according to types of products they handle, the markets they serve or other specific criteria—e.g., to find companies in a given province and the corresponding distribution information, use the province index, and then refer to the profiles of the companies that interest you.
- . To find out the general requirements for specific types of distribution, go directly to the company profiles. The Company Profiles section is organized according to the primary activity of each firm.
- . To find specific information quickly, use the cross-reference tables, and then refer to the pages on the companies that interest you.

- **To get an idea of what a specific company does:**

- . Refer to the alphabetical company index to find out what page to go to for the profile of a specific company.
- . To find out what a given company specializes in, go directly to the company profiles, which are classified according to primary activities.
- . Use the various cross-reference tables for distribution information on specific companies.

- **To get an idea of the market and of distribution trends:**

- . Use the province index to find the companies in a specific province;
- . Use the indexes to determine the scope of the market for a specific activity or area of activity, or use the cross-reference tables to see at a glance who does what in a given field.

THE KEY TO FINDING INFORMATION FAST:

Go to the indexes and cross-reference tables **first**
to find the companies
that meet your specific needs.

COMPANY PROFILES

Software Designer



Acom Computer Systems Ltée (Services Informatiques)

Headquarters:
11,275, Côte de Liesse, Bureau 202
Dorval (Qué.) H9P 1B1

Contact:
Mr. Jean Lapierre, Director of Sales
Tel.: (514) 631-5595 Fax: (514) 631-8584

Software Line

Titles: 8, English

Application Software: general management, accounting, distribution, management and financial analyses

Hardware:

Mini (80% of titles)

Man.: IBM, AS 400, S/36

Oper. syst.: SSP, OS/400

Work Stations (10% of titles)

Man.: MIPS, RS 6000, AT&T

Oper. syst.: Unix, Aix

Micro (10% of titles)

Man.: IBM, AT&T

Oper. syst.: Unix (100%)

Price:

5,000-\$10,000 15%

10,000-20,000 80%

20,000 et plus 5%

Origin of software

- 2 titles provided from other suppliers
- Basic modules Suppliers: 2
- Distribution of suppliers:
U.S.A. (2)
- Buying mainly developed software, not packaged

Client

Specialized fields: services, hotels

Sell to: VAR, independent sales representatives; and sell directly to end-users by sales representatives

Distribution of software sales:

Que. (2%), Ont. (3%), CB (1%), U.S.A. (19%), Other countries (75%) China, Europe, URSS, Australia, Malaysia, Thailand

Profile

Founding: 1977

Range of annual sales: \$2 to 10 million,
software distribution: 100%

Employees: 28, software distribution: 10%

Main activity: Designer

Other activities:

- Software Operation Training (setting up)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- size of targeted market Important
- technical originality Important

Services offered to designer/supplier:

- publishing
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties

Arctic Data Corporation

Headquarters:
1925, Kirschner Rd, Suite 14
Kellowna (BC) V1Y 4N7

Software Line

Titles: 8, English

Application Software: general management, accounting, distribution, manufacturing, sales and marketing

Systems Software: communication, operating systems, database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (10%), Unix (90%)

Price:

500-\$1,000	10%
1,000-5,000	50%
5,000-10,000	40%

Origin of software

- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers: Ont. (1), West. can. (6)
- Buying 10% packaged software, ready for sale and 90% developed, not packaged

Client Base

Specialized fields: fluoring industry, marine industry, manufacturing, jewellery retail, legal time and billing

Sell to: VAR, 3 points of sale in Canada; independent sales representatives, 2 points of sale; software retailers, 20 points of sale; and sell directly to end-users by sales representatives, 3 points of sale

Distribution of software sales:

Ont. (20%), Alb. (20%), BC (60%)

Contact:

Mr. Brad Kommes, President

Tel.: (604) 860-3282 (DATA) Fax: (604) 762-3374

Profile

Founding: 1982

Range of annual sales: \$500,000 to 2 million, software distribution: 90% (mainly from its own products)

Employees: 8, software distribution: 100%

Main activity: Designer

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using your own basic modules

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Service offered to designer/supplier:

- technical assistance

Type agreement:

N/A

Association provinciale des constructeurs d'habitations du Québec Inc. (APCHQ)

Headquarters:
5930, boul. Louis-Hyppolyte Lafontaine
Anjou (Qué.) H1M 1S7

Contact:
Mr. Denis Gadbois, Informatic Director
Tel.: (514) 353-9960 Fax: (514) 353-4825

Software Line

Titles: 4, French

Application Software: general management, accounting

Hardware:

Micro (100% of titles)
Man.: IBM et compatible
Oper. syst.: DOS (100%)

Price:
1,000-\$5,000 100%

Origin of software

- All titles (4) provided from other supplier located in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: construction

Sell: directly to end-users, 1 office service center and sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1961

Range of annual sales: \$10 million and over, software distribution: 5%

Employees: 100, software distribution: 5%

Main activities: Designer, Distributor-Wholesaler

Other activities:

- constructor services: technics training, insurances, garanty plan, trade shows, litigation, economics data, lobbying

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: estimations, contract scheduling, purchase orders manufacturing, inventory, land management, building management)

Eligibility criteria:

- product quality

Evaluation criteria:

- originality of application Important
- technical originality Useful

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Quebec
Partnership type agreement

Bachal Telematic Inc.

Headquarters:
2360, Notre-Dame Ouest, Bureau 300
Montréal (Qué.) H3J 1N4

Other offices: Toronto

Software Line

Titles: 19, Franch-English

Application Software: engineering, games

Systems Software: communications, programming tools, accessories, telematics

Hardware:

Mini (50% of titles)

Man.: IBM oper. syst.: Unix, IBM, AT&T

Micro (50% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (20%), Unix (80%)

Price:

1,000-\$5,000	60%
5,000-10,000	30%
10,000-20,000	10%

Origin of software

- 3 titles provided from other supplies
- Software Suppliers: 3
- Basic modules Suppliers: 2
- Distribution of suppliers:
U.S.A.(2), Other countries (3)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: telematics (videotex and audiotex), organizations, banking, insurance, communication and media, education, governments, services

Sell to: VAR, 2 points of sale in Canada; independent sales representatives, 8 points of sale; and sell directly to end-users, 2 stores and 8 sales representatives

Other selling technique: telemarketing, correspondence (through catalogues)

Distribution of software sales:

Que. (20%), Ont. (20%), U.S.A. (20%),
Other countries (40%) Europe, Orient

Contact:

Mr. Roger Fakhoury, Director Marketing
Tel.: (514) 939-3838 Fax: (514) 939-7292

Profile

Founding: 1987

Range of annual sales: \$500,000 to 2 million,
software distribution: 50%

Employees: 18, software distribution: 40%

Main activity: Designer

Other activities:

- Software Consulting
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of product: new titles, new basic modules, new applications developed by other firms using its own basic modules (ISDN)

Eligibility criteria:

- documentation

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • technical originality | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- installing systems

Type of agreement:

Exclusive rights to other countries
Payment of royalties

Berclain Inc., Le Groupe

Other offices: Montreal, Toronto, Vancouver

Software Line

Titles: 1, French-English-Spanish, available simultaneously in the standard version.
Translation in any other languages in less than 2 weeks

Application Software: manufacturing

Hardware:

Mini (45% of titles)

Man.: HP, DEC, IBM, DG

Oper. syst.: Unix, Ultrix, VMS, HP-UX

Work Stations (25% of titles)

Man.: Sun, Mips

Oper. syst.: Unix, HP-UX

Micro (30% of titles)

Man.: Intel, AT&T, IBM, HP, Apple

Oper. syst.: Unix, Aix, Xenix, AUX

Price:

\$40,000 and over

100%

Origin of software

At the moment, the firm distributes its own products (softwares and/or basic modules).

So it doesn't have products suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: manufacturing management: metal manufacturing, machining, electronics, plastics, furnitures, wire and cables, textiles, aerospace, automobiles

Sell to: VAR, 3 points of sale in Canada; independent sales representatives, 2 points of sale; and sell directly to end-users, 4 sales representatives

Distribution of software sales:

Que. (60%), Ont. (10%), U.S.A. (20%),

Other countries (10%), Mexico, Central America

Headquarters:

3175, Ch. des Quatre-Bourgeois, Bureau 100
Ste-Foy (Qué.) G1W 2K7

Contacts:

Mr. Louis Têtu, Vice President Marketing & Operations

Tel.: (418) 654-1454 Fax: (418) 654-0645

Mr. Jean-Pierre Provençal, Vice President Marketing

1050, boul. St-Régis, Bureau 200

Dorval (Qué.) H9P 2T5

Tel.: (514) 685-7960 Fax: (514) 685-7979

Profile

Founding: 1985

Range of annual sales: 2 to 10 millions \$,
software distribution: 90% (from its own products)

Employees: 24, (21 in Quebec)

software distribution: 30%

Main activity: Designer

Other activities:

- R&D in Factory Control and Scheduling Software (synchronized manufacturing)
- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training, Technical Assistance, Industrial Engineering

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: manufacturing, financial management and distribution), new clients (ex.: local and foreign major corporations)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Joint marketing

CIDG Inc.

Headquarters:
1300, Henri-Bourassa Est
Montréal (Qué.) H2C 1G7

Software Line

Titles: 8, 2 French-English, 6 French

Application Software: records management

Systems Software: database management systems

Hardware:

Mini (75% of titles)

Man.: IBM

Oper. syst.: Apollo domain, Arix 800, HP, Motorola Delta, Sun 3, Unisys, Wyse, SCO Unix, NCR Tower 32

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (75%), Unix (75%)

Price:

500-\$1,000	25%
1,000-5,000	37%
5,000-10,000	38%

Origin of software

- 2 titles provided from other suppliers
- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers:
Que. (1), Ont. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: documentation center, libraries

Sell: directly to end-users, 1 office service center and sales representatives

Other selling technique: telemarketing

Distribution of software sales:

Que (99%), Ont. (1%)

Contact:

Mr. Gérald Hamel, President

Tel.: (514) 385-5510 Fax: (514) 385-3685

Profile

Founding: 1987

Range of annual sales: N/A,
software distribution: 25%

Employees: 4, software distribution: 50%

Main activities: Designer, Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications developed by other firms using its own basic modules

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- technical assistance
- training
- Installing systems

Type of agreement:

Payment of royalties
Partnership type agreement

Humana Computer Support Inc.

Headquarters:
924 14 Ave S.W., Suite 1503
Calgary (Alb.) T2R 0N7

Contact:

Mr. Mark Ruthenberg, President
Tel.: (403) 245-2194 Fax : (403) 244-8770

Software Line

Titles: 100, English

Application Software: general management, accounting, education, graphics, desktop publishing, project management

Systems Software: operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: N/A, Various

Oper. syst.: Windows (40%), DOS (15%),

OS/2 (5%), Mac (40%)

Price:

500-\$1,000 50%

1,000-5,000 50%

Origin of software

- 3 titles provided from other suppliers
- Basic modules Suppliers: 3
- Distribution of suppliers: All in Alberta
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle, business training, training branches at computer resellers, training departments at large, organizations

Sell to: VAR, 30 points of sale in Canada; independent sales representatives, 3 points of sale; and sell directly to end-users by sales representatives, 3 points of sale in Canada

Other selling techniques: telemarketing, by correspondence (through catalogues), major trade shows

Distribution of software sales:

Ont. (5%), Man. (5%), Sask. (5%), Alb. (25%), BC (10%), U.S.A. (50%)

Profile

Founding: 1987

Range of anual sales: \$500,000 to 2 million, software distribution: 100%

Employees: 6, software distribution: 33% (67% for development)

Main activity: Designer (Training Courseware)

Other activities:

- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: training courseware similar to products of its catalogue type, new applications, new clients

Eligibility criteria:

- documentation
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • technical originality | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- technical assistance
- training

Type of agreement:

Local/regional exclusive rights

Payment of royalties

Amount guaranted by the distributor along with prepayment

IST-Groupe Santé

Headquarters:
1611, Boul. Crémazie Est
Montréal (Qué.) H2M 2P2

Other offices: Quebec, Toronto, London, Ottawa, Saskatoon

Software Line

Titles: 52, 40 French-English, 12 French

Application Software: general management, accounting, management and financial analyses, property management

Hardware:

Mainframes (20% of titles)

Man.: IST oper. syst.: N/A

Mini (80% of titles)

Man.: IST 37, Microgesta, Quadrotron 2
Oper. syst.: Unix

Micro (2% of titles)

Man.: IST oper. syst.: N/A

Price:

500-\$1,000	4%
1,000-5,000	25%
5,000-10,000	37%
10,000-20,000	15%
20,000 et plus	19%

Origin of software

- 3 titles provided from other suppliers
- Software suppliers: 2
- Basic modules suppliers: 4
- Distribution of suppliers:
Que (2), Ont. (1), U.S.A. (1)
- Buying mainly developed software, not packaged

Client Base

Specialized fields: health and social services

Sell: directly to end-users, 5 office service centers and 6 sales representatives

Distribution of software sales:

Que. (66%), Ont. (32%), Sask. (2%)

Contact:

Mr René Tousignant

General Director, Computer Services

400, Boul. Jean-Lesage, Bureau 200

Quebec (Qc) G1K 8W1

Tel.: (418) 649-7500 Fax: (418) 529-3822

Direct line from Montreal: (514) 383-1611

Profile

Founding: 1974

Range of annual sales: \$10 million and over,
software distribution: 40%

Employees: 250, software distribution: 75%

Main activity: Designer, Value Added reseller (VAR) in equipment

Other activities:

- Designing Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new basic modules, new applications developed by other firms using its own basic modules

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- technical originality
 - required sales effort
- Essential
Useful

Services offered to designers/suppliers:

- technical assistance
- software and user's guide translation
- training
- installing systems
- marketing

Type of agreement:

Exclusive rights to Canada

Ledhar Systems Corporation

Headquarters:
1062, Homer St., Suite 100
Vancouver (BC) V6B 2W9

Contact:

Mr. Raghunandan Ledhar, President
Tel.: (604) 683-1757 Fax: (604) 669-8250

Software Line

Titles: 4, English

Application Software: general management, accounting, word processor, printed circuit board-computer aided design (PCB-CAD Systems)

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (80%), DOS (20%)

Price:

less than \$100	10%
100-500	10%
5,000-10,000	80%

Origin of software

- Software Suppliers: N/A
- Distribution of suppliers: N/A
- Buying mainly developed software, not packaged

Client base

Specialized fields: for all types of clientèle, computer aided PCB-CAD software for electronic designers

Sell to: PCB design/CAD vertical market; and sell directly to end-users by sales representatives

Other selling technique: demonstration through Vancouver, location

Distribution of software sales:

BC (80%), U.S.A. (20%)

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million, software distribution: 95%

Employees: 3, software distribution: 60%

Main activity: PCB-CAD Designer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Recommendation of market needs

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and new applications

Eligibility criteria:

- technical assistance
- develop as per specifications

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Essential |
| • required sales effort | Important |

Services offered to designer/supplier:

- publishing/marketing
- technical assistance

Type of agreement:

Exclusive rights for word

Payment of royalties

Amount guaranteed by the distributor along with prepayment

Logibro Inc.

Headquarters:
1550, boul de Maisonneuve Ouest, Bureau 1175
Montréal (Qué.) H3G 1N2

Software Line

Titles: 13, 5 French-English, 8 English

Application Software: general management, management and financial analyses, office automation, publishing

Systems Software: communications, programming tools, operation systems, database management systems, accessories

MainframesHardware

Mini (20% of titles)

Man.: Sun Microsystems

Oper. syst.: Sun Os (Unix)

Work Stations (10% of titles)

Man.: Sun Microsystems

Oper. syst.: Sun Os (Unix)

Micro (70% of titles)

Man.: IBM PC/compatibles

Oper. syst.: DOS (70%), Unix (30%)

Price :

1,000-\$5,000	40%
5,000-10,000	30%
10,000-20,000	15%
20,000 and over	15%

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 10
- Basic modules Suppliers: 1
- Distribution of suppliers: U.S.A. (10), France (1)
- Buying 90% packaged software, ready for sale and 10% developed, not packaged

Client base

Specialized fields: for all types of clientèle, in travel sector

Sell to: VAR; and sell directly to end-users by sales representatives

Other selling techniques: telemarketing and direct sale

Distribution of software sales:

Que. (90%), Ont. (5%), France (5%)

Contact:

Mr. Michel Poirier,

Vice President, Business Development

Tel.: (514) 933-6359 Fax: (514) 939-3735

Profile

Founding: 1985

Range of annual sales: N/A
software distribution : 10%

Employees: 15, software distribution: 13%

Main activity: Designer

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type, new hardware (ex.: Sun Microsystems/compatibles)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • required sales effort | Essential |
| • size of targeted market | Important |
| • marketing plan of designer/supplier | Important |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Annual sale quota and discount

MAS Informatiques

Headquarters:
3023, boul. Hamel, Bureau 118 B
Québec (Qué.) G1P 4C6

Software Line

Titles: 15, 6 French-English, 9 French

Application Software: general management, accounting, distribution

Systems Software: communications

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:
500-\$1,000 35%
1,000-5,000 45%
5,000-10,000 20%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: 1
- Distribution of suppliers: Que. (4), Ont. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: provincial government

Sell to: computer product retailers, 3 points of sale in Canada; and sell directly to end-users by sales representatives

Other selling technique: over-the counter (in-store)

Distribution of software sales: Que. (100%)

Contact:

Mr. Pascal Hayet, Consultant
Tel.: (418) 871-9991 Fax: (418) 871-1296

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000,
software distribution: 70%

Employees: 7, software distribution: 66%

Main activity: Designer

Other activities:

- Software Consulting
- local networks distribution

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications and new operating system

Eligibility criteria:

- documentation
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • required sales effort | Essential |
| • technical originality | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- advertising/promotion (referrals)
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

Mastercom Consulting

Headquarters:
39, Reid Manor
Toronto (Ont.) M8Y 2H9

Software Line

Titles: 10, English

Systems Software: electronic mail Gateways, electronic data interchange (EDI)

Hardware:

Mainframes (10% of titles)

Man.: IBM oper. syst.: OS/MVS, VM

Mini (40% of titles)

Man.: Wang, VS oper. syst.: N/A

Micro (10% of titles)

Man.: IBM/comp, oper. syst.: N/A

Other: (40% of titles)

Man.: Novell Netw. oper. syst.: N/A

Price:

500-\$1,000	50%
1,000-5,000	40%
5,000-10,000	10%

Origin of software

- 2 titles provided from other suppliers
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR; and sell directly to end-users by correspondence (through catalogues)

Other selling technique: personal contact

Distribution of software sales: in provinces of Canada and U.S.A.

Contact:

Mr. Roger A. Dawson, President
Tel.: (416) 236-1493 Fax: (416) 236-2248

Profile

Founding: 1982

Range of annual sales: N/A,
software distribution: 100%

Employees: 1, software distribution: 100%

Main activity: Designer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications developed by other firms by using its own basic modules

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Essential |
| • technical originality | Important |

Services offered to designer/supplier: N/A

Type of agreement:
N/A

Microsystèmes Sittel Ltée (Les)

Headquarters:
2073, Brantley
Ste-Foy (Qué.) G1N 4C7

Other office: Calgary

Contact:

Mr. Philippe Hamelin, Eng., President
Tel.: (418) 682-0286 Fax : (418) 682-6346

Software Line

Titles: 12, French-English

Application Software: engineering

Systems Software: programming tools, accessories

Hardware:

Micro (100% of titles)

Man.: N/A

Oper. syst.: Windows (10%), DOS (10%),
OS/2 (80%)

Price:

less than \$100	30%
100-500	60%
5,000-10,000	10%

Origin of software

- 7 titles provided from other suppliers
- Software suppliers: 3
- Distribution of suppliers: All in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: numeric cartography users,
oil exploration

Sell: directly to end-users, 2 office service centers

Other selling technique:

by correspondence (through catalogues)

Distribution of software sales:

Que. (80%), Alb. (20%)

Profile

Founding: 1984

Range of anual sales: \$500,000 to 2 million,
software distribution: 20%

Employees: 7, software distribution: 30%

Main activity: Designer

Other activities:

- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles similar to
those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Payment of royalties

Precise Software Technologies Inc.

Headquarters:
301, Moodle Drive, Suite 300
Nepean (Ont.) K2H 9C4

Software Line

Titles: 3, English

Application Software: engineering

Systems Software: programming tools, operating systems

Hardware:

Work Stations (100% of titles)

Man.: IBM/compatibles, Sun Workstations

Oper. syst.: Windows (33%), DOS (33%),

Unix (33%)

Price:

100-\$500 10%

10,000-20,000 90%

Origin of software

- 1 title provided from an other supplier, located in U.S.A.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: real-time systems integrators

Sell: directly to end-users by telemarketing

Distribution of software sales :

Ont. (10%), U.S.A. (90%)

Contact:

Mr. Jeremy James, President

Tel.: (613) 596-2251 Fax: (613) 596-6713

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million,
software distribution: 20%

Employees: 15, software distribution: 15%

Main activity: Designer (and Software Services)

Other activities:

- Designing of Application/Systems Software
- Software Publishing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- originality of application Important
- technical originality Important
- marketing plan of designer/supplier Important

Services offered to designer/supplier:

- advertising/promotion

Type of agreement:

Non exclusive rights

Progysis Inc.

Headquarters:
5055, boul. Hamel Ouest, Bureau 220
Québec (Qué.) G2E 2G6

Other offices: Trois-Rivières, Chicoutimi

Software Line

Titles: 33, 20 French-English, 13 French

Application Software: accounting, management and financial analyses, manufacturing, sales and stocks analyses

Systems Software: programming tools, accessories, code generator

Hardware:

Mini (95% of titles)
Man.: IBM oper. syst.: OS/400

Micro (5% of titles)
Man.: IBM oper. syst.: DOS

Price:

1,000-\$5,000	5%
5,000-10,000	35%
10,000-20,000	50%
20,000 and over	10%

Origin of software

- 2 titles provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers:
Ont. (1), Other country (1)
- Buying mainly developed software, not packaged

Client Base

Specialized fields: saw mills, paper mills, forest industry, metallic industry

Sell: directly to end-users, 1 office service center and sales representatives (IBM's Agent)

Distribution of software sales:

Que. (90%), Ont. (10%)

Contact:

Mr. Jean-Marie Jeanningros
Vice Président, Development
Tel.: (418) 871-4880 Fax: (418) 871-9755

Profile

Founding: 1985

Range of annual sales: \$2 to 10 million,
software distribution: 40%

Employees: 38, software distribution: 5%

Main activity: Designer

Other activities:

- Designing Application/systems Software
- Software Consulting
- Software Operation Training
- Manufacturer's Agent (IBM)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------|-----------|
| • size of targeted market | Essential |
| • technical originality | Essential |
| • required sales effort | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Quebec
Payment of royalties

Société GRICS

Headquarters:
5100, Sherbrooke Est, Bureau 410
Montréal (Qué.) H1V 3R9

Software Line

Titles: 78, French

Application Software: general management, accounting, distribution, management and financial analyses, property management, educational management

Systems Software: communication

Hardware:

Mainframes (3% of titles)

Man.: IBM (ES 9000)
oper. syst.: MVS XE

Mini (28% of titles)

Man.: Unisys (A 12) oper. syst.: MCP 3.8

Micro (69% of titles)

Man.: IBM/compatibles, Unisys
Oper. syst.: DOS (94%), OS/2 (6%)

Price:

500-\$1,000	6%
1,000-5,000	51%
5,000-10,000	24%
10,000-20,000	16%
20,000 and over	3%

Origin of software

- 1 title provided from other supplier, located in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: telecommunication networks, education

Sell: directly to end-users, 1 store and sales representatives

Other selling technique:
correspondence (through catalogue)

Distribution of software sales:

Que. (99%), Ont. (0.5%),

Contact:

Mr. Claude Martin, Special Project Manager
Tel.: (514) 251-3727 Fax: (514) 251-3920

Profile

Founding: 1985 (privatization)

Range of annual sales: \$10 million and over,
software distribution: 42%

Employees: 300, software distribution: 7%

Main activity: Designer, Distributor

Other activity:

- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- originality of application Essential
- technical originality Essential

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training

Type of agreement:

Exclusive rights to Quebec
Payment of royalties

Solution Informatique 4GL Inc.

Headquarters:
6300, Auteuil, Bureau 530
Brossard (Qué.) J4Z 3P2

Software Line

Titles: 2, 1 French-English, 1 English

Application Software: general management

Hardware:

Mini (25% of titles)

Man.: AT&T, SCO, Unisys
Oper. syst.: Unix

Micro (75% of titles)

Man.: IBM/compatibles
Oper. syst.: DOS (75%), Unix (25%)

Price:

1,000-\$5,000 100%

Origin of software

1 title provided from a basic modules supplier
located in U.S.A.

Buying mainly packaged software, ready for sale

Clientèle

Specialized fields: for all types of clientèle

Sell: directly to end-users by sales representatives

Distribution of software sales: Que. (100%)

Contact:

Mr. Richard Bourbonnais, President

Tel.: (514) 443-8730 Fax: (514) 466-3635

To send a fax, please dial the fax number before and ask
for Mr. Gagnon (9:00 to 17:00)

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000,
software distribution: 10%

Employees: 3, software distribution: 33%

Main activity: Designer

Other activity:

- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new basic modules similar to
those of the catalogue

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|--|-----------|
| • technical originality | Essential |
| • required sales effort | Essential |
| • marketing plan of
designer/supplier | Essential |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Partnership type agreement

Sun Microsystème du Canada Ltée

Headquarters:
100, Renfrew Drive, Suite 8
Markham (Ont.) L3R 9R6

Other offices: Montreal, Quebec, Toronto, Ottawa,
Winnipeg, Calgary, Edmonton, Vancouver

Software Line

Titles: 3 000, mainly English

Systems Software: communication, programming
tools, operation systems, accessories

Hardware:

Work Stations (100% of software titles)
Man.: Sun oper. syst.: Sun OS (SVR4)

Price:

500-\$1,000	30%
1,000-5,000	70%

Origin of software

- More than 2 500 titles provided from other suppliers
- Software and/or basic modules suppliers: 1 500
- Distribution of suppliers: mainly in U.S.A. and other countries
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: governments, municipalities,
professionals services

Sell to: VAR, 50 points of sale in Canada;
and sell directly to end-users, 8 sales representatives

Distribution of software sales:

NF, NS, IPE, NB. (5%), Que. (25%), Ont. (35%),
Man., Sask., Alb. (20%), BC. (15%)

Contact:

Mr. Gilles Bruneau, Director of Marketing, East Sector
555, Boul. Dr. Frederik Philips, Bureau 100
Ville St-Laurent (Qué.) H4M 2X4
Tel.: (514) 744-9240 Fax: (514) 744-9227

Profile

Founding: 1985

Range of annual sales: \$10 million and over,
software distribution: 5%

Employees: 150, software distribution: 10%

Main activity: Designer

Other activity:

- Hardware Manufacturing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: "joint marketing"

Eligibility criteria:

No criteria

Evaluation criteria:

- All software working on Sun Os

Services offered to designer/supplier:

- advertising/promotion
(seminars, inscription in products catalogue)
- training ("trade shows")

Type of agreement:

Partnership type agreement

Sysgespro Informatique

Headquarters:
124, des Ecoles, C.P. 68
St-Victor Beauce Sud (Qué.) G0M 2B0

Software Line

Titles: 20, French

Application Software: general management, accounting, distribution, management and financial analyses, production, sales and marketing

Systems Software: communication, programming tools, operation systems, database management systems, accessories

Hardware:

Mini (100% of titles)

Man.: DG

Oper. syst.: Unix

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (30%), Unix (70%)

Price:

100-\$500	5%
500-1,000	5%
1,000-5,000	70%
5,000-10,000	10%
10,000-20,000	10%

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: 3
- Distribution of suppliers: 7 in Quebec
- Buying 80% not fully developed software; 15% packaged, ready for sale and 5 % developed, not packaged

Client Base

Specialized fields: for all types of clientèle, manufacturing sector

Sell: directly to end-users, 1 store

Other selling technique: sales representatives

Distribution of software sales: Que. (100%)

Contact:

Mr. Rémy Gilbert, Owner

Tel.: (418) 588-6580 **Fax:** (418) 588-6681

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000,
software distribution: 70%

Employees: 4, software distribution: 25%

Main activity: Designer, Value Added Reseller (VAR)

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Computer Products Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules (ex.: P.O.S.), new clients in development application fields (ex.: Informix, Progress, Oracle)

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

• originality of application	Essential
• size of targeted market	Important
• technical originality	Important
• required sales effort	Useful
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type agreement:

Payment of royalties

Varnet Canada Inc.

Headquarters:
5490, Ave Royalmount
Ville Mont-Royal (Qué.) H4P 1H7

Other office: Markham

Software Line

Titles: 15, French-English
(in american and canadian version)

Application Software: accounting, distribution, management and financial analyses, manufacturing

Hardware:

Mainframes (10% of titles)
Man.: HP, Digital, IBM oper. syst.: Unix, VMS

Mini (80% of titles)
Man.: IBM, HP, DEC, NCR, AT&T, DG
Oper. syst.: Unix, Xenix, DOS, VMS

work Stations (5% of titles)
Man.: Réseau oper. syst.: Unix

Micro (5% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (1%), OS/2 (1%), Unix (98%)

Price:

1,000-\$5,000	70%
5,000-10,000	25%
10,000-20,000	3%
20,000 and over	2%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So, it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: distribution, banking and financial, manufacturing sector

Sell to: VAR, 18 points of sale in Canada; and sell directly to end-users, 1 office service center

Other selling techniques: telemarketing, correspondence (through catalogues)

Distribution of software sales: N-B (2%), Que. (20%), Ont. (18%), Man. (1%), Sask. (1%), Alb. (5%), C-B (3%), U.S.A. (40%), Other countries (10%)

Contacts:

Mr. François Huneault, Vice President, Products
Mr. Dominic Telado, Vice President Manufacturing sector
Tel.: (514) 341-6300 Fax: (514) 341-6941

Profile

Founding: 1973

Range of annual sales: \$10 million and over
software distribution: 60% (from its own products)

Employees 120, software distribution: 100%

Main activity: Designer

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Type of products: new software titles, new basic modules, new applications (ex.: payroll system)

Eligibility criteria:

- documentation
- technical assistance
- minimum number of copies already sold

Evaluation criteria:

• size of targeted market	Essential
• originality of application	Essential
• required sales effort	Essential
• technical originality	Important
• marketing plan of designer/supplier	Important

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights through the world

Vigie Informatique Ltée

Headquarters:
6433, Chemin St-François
Ville St-Laurent (Qué.) H4S 1B6

Software Line

Titles: 30, 20 French, 10 English

Application Software: general management, accounting, distribution, management and financial analyses, manufacturing, inventory control, personal management, radiology, book publishers, book stores, religious orders

Systems Software: communication, operating systems

Hardware:

Mini (50% of titles)

Man.: Digital, IBM/compatibles
Oper. syst.: VMS, TSX-Plus, Unix

Micro (50% of titles)

Man.: IBM/compatibles
Oper. syst.: MS-DOS, TSX-32, Novell, Unix

Prix:

1,000-\$5,000	50%
5,000-10,000	50%

Origin of software

- 3 titles provided from other suppliers, located mainly in U.S.A.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields wholesale trade, points of sale (P.O.S), religious orders, hotels, book stores, book publishers, radiology clinics, golf clubs

Sell: directly to end-users, by sales representatives, 3 points of sale in Canada

Distribution of software sales:

Que. (90%), U.S.A. (9.5%)

Other countries (0.5%):

A distribution office will be opened to Spring 1991 to Morocco.

Prospecting to Zaire, Guinea, Togo, Ivory Coast, etc.

Contact:

Mr. Jean-Pierre Gachon, Vice President Marketing
Tel.: (514) 956-9138 Fax: (514) 331-2743

Profile

Founding: 1980

Range of annual sales: \$2 to 10 million,
software distribution: 5%

Employees: 55, software distributions: % N/A

Main activities: Designer (Turnkey Solution)

Other activities:

- Software Consulting (analysis, programming)
- Software Operation Training
- Technical Assistance
- Mini and Micro Systems Integration

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications complementary to vertical markets (ex.: transport, manufacturing, etc.), new operating systems (ex.: Novell networks)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • size of targeted market | Useful |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- installing systems

Type of agreement:

Payment of royalties

Consulting

GDS & Associates Systems Ltd.

Headquarters:
2629-29th Ave, Suite 103
Regina (Sask.) S4S 2N9

Other office: Edmonton

Software Line

Titles: 45, English

Application Software: management and financial analyses, sales and marketing

Systems Software: programming tools, database management systems, accessories

Hardware:

Mainframes (2% of titles)

Man.: IBM oper. syst.: MVS

Mini (18% of titles)

Man.: N/A

Oper. syst.: VAX/VMS, Prior/Primos

Micro (80% of titles)

Man.: IBM

Oper. syst.: DOS (90%), OS/2 (5%), Unix (3%),

Mac (2%)

Price:

500-\$1,000	10%
1,000-5,000	50%
5,000-10,000	10%
10,000-20,000	20%
20,000 and over	10%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 6
- Distribution of suppliers:
Ont. (1), West. Can. (1), U.S.A. (4)
- Buying 80% packaged software, ready for sale and 20% developed, not packaged

Client Base

Specialized fields: governments, food brokers, software developers, oil and gas industries

Sell to: manufacturers, 7 points of sale in Canada; distributors-wholesalers, 1 point of sale; and sell directly to end-users, 2 office service centers

Other selling technique: telemarketing

Distribution of software sales:

Man. (5%), Sas. (45%), Alb. (30%), BC (20%)

Contact:

Mr. Marc Archer, Regina Branch Manager
Tel.: (306) 586-7832 Fax: (306) 585-1514

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million, software distribution: 10%

Employees: 36, software distribution: 15%

Main activity: Consulting (Data Processing)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Western Canada

Interpretex Resources Ltd

Headquarters:
13 000, 54 A Ave
Surrey (BC) V3X 3E2

Contact:
Mr. Edwin R. Rockel, President
Tel.: (604) 597-9299 Fax: (604) 597-9311

Software Line

Titles: 2, English

Application Software: mining exploration

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.:DOS (100%)

Price:

100-\$500 30%

500-1,000 40%

1,000-5,000 30%

Origin of software

- All titles (2) provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers: Ont. (2)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: mining geophysical and geological contractors and constructors, mining exploration companies

Sell: directly to end-users by consulting office, 1 point of sale

Other selling technique: telemarketing

Distribution of software sales:
BC (100%)

Profile

Founding: 1980

Range of annual sales: \$100,000 to 500,000,
software distribution: 5%

Employees: 3, software distribution: 33%

Main activity: Geophysical Consultant , Contractor

Other activities:

- Mining geophysical exploration
- Airborne geophysical data interpretation research
- Artificial Intelligence applications to mining exploration

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications (ex.: geochemical analyses program for mining exploration needs)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|--------|
| • size of targeted market | Useful |
| • required sales effort | Useful |
| • originality of application | Useful |
| • technical originality | Useful |
| • marketing plan of designer/supplier | Useful |

Service offered to designer/supplier:

- software improvement suggestions

Type of agreement:

Exclusive rights to BC
Commission type agreement

Systèmes Informatiques Jean Desharnais Inc.

Headquarters:
190, boul. Queen Nord
Sherbrooke (Qué.) J1H 3P7

Contact:
Mr. Jean Desharnais, President
Tel.: (819) 821-4277 Fax: (819) 821-4277

Software Line

Titles: 30, French-English

Application Software: general management, accounting, manufacturing management, manufacturing, MRP II

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Mini (5% of titles)

Man.: MAI Basic Four, HP, DG

Oper. syst.: Unix based systems and/or owner

Micro (95% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (5%), DOS (90%), Unix (5%)

Price:

less than \$100	10%
100-500	80%
500-1,000	5%
10,000 and over	5%

Origin of software

- 27 titles provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 2
- Distribution of suppliers: 2 in Ontario
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: manufacturing sector

Sell: directly to end-users by telemarketing

Distribution of software sales: Que. (100%)

Profile

Founding: 1985

Range of annual sales: less than \$100,000, software distribution: 50%

Employees: 2, software distribution: 50%

Main activity: Consultant

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • originality of application | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:
Payment of royalties

Computer Products Retailer

Computerland Direct

Headquarters:
2000 Clark Blvd.
Brampton (Ont.) L6T 4M7

Other offices: Saint-John, Halifax, Fredericton, Montreal, Toronto, Winnipeg, Régina, Calgary, Vancouver

Software Line

Titles: N/A

Application Software: general management, accounting, distribution, management and financial analyses, property management, engineering, games, manufacturing, sales and marketing

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Work Stations (0.02% of titles)

Man.: SUN/Spec Order

Oper. syst.: N/A

Micro (99.8% of titles)

Man.: IBM/Sun, Compaq/Apple, Panasonic

Oper. Syst.: Windows (1.4%), DOS (92%),

OS/2 (0.45%), Mac (0.25%), Sun (0.04%),

Unix (0.05%)

Price: N/A

We distribute all ranges of products

Origin of software

- Software suppliers: N/A
- Distribution of suppliers: mainly in Ontario and in U.S.A
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: manufacturers and distributors-wholesalers; and sell directly to the end-users by sales representatives, 900 points of sale and 43 branch offices in Canada

Other selling technique: correspondence (through catalogues)

Distribution of software sales: NF, NS, PEI, NB, Que., Man., Sask., Alb., BC. (5% each) and Ont. (55%)

Contact:

Mr. Harold Balde, Sales Manager

Tel.: (800) 387-2477 Fax: (800) 567-2268

Profile

Founding: 1978

Range of annual sales: \$10 million and over, software distribution: % N/A

Employees: 910, software distribution: 100%

Main activity: Computer Products Retailer

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |

Service offered to designer/supplier:

- advertising/promotion

Type of agreement:

Partnership type agreement

Control Data Canada Ltd

Headquarters:
2700, Matheson Blvd. E., Suite 600 (W. Tower)
Mississauga (Ont.) L4W 4V9

Other offices: Dartmouth, Montreal, Ottawa,
Winnipeg, Calgary, Edmonton

Software Line

Titles: 1 100, English

Application Software: engineering, manufacturing,
Computer Aided Design/Computer Aided Manufacturing
(CAD/CAM)

Hardware:

Mainframes (45% of titles)

Man.: Control Data

Oper. syst.: NOS, NOS/VE, NOS/BE

Work Stations (55% of titles)

Man.: Control Data

Oper. syst.: Unix

Price:

1 000-\$5,000	20%
5,000-10,000	50%
10,000-20,000	20%
20,000 and over	10%

Origin of software

- About 200 titles provided from an other supplier located in U.S.A.
- Buying mainly packaged software, ready for sale

Client Base

Specialized field: for all types of clientèle

Sell: directly to end-users, 6 sales representatives

Distribution of software sales:

NS (10%), Que. (40%), Ont. (20%), Man. (5%),
Sask. (5%), Alb. (20%)

Contact:

Mr. Paul Dafee, Consultant

Tel.: (416) 629-5100 Fax: (416) 629-5169

Profile

Founding: 1965

Range of annual sales: \$10 million and over,
software distribution: 25%

Employees: 1 024, software distribution: 1%

Main activity: Computer Products Retailer (Sales and
Support Systems)

Other activities:

- Software Consulting
- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules and new applications developed by other firms using its own basic modules (ex.: CAD)

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

• size of targeted market	Important
• technical originality	Important
• originality of application	Useful
• required sales effort	Useful
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

Edupro Software Ltd

Headquarters:
31A, Perron St.
St-Albert (Alb.) T8N 1E5

Contact:
Mr. John Hartsen, Managing Director
Tel.: (403) 458-0303 Fax: (403) 460-9252

Software Line

Titles: 3320, 150 French, 3170 English

Application Software: education

Systems Software: communications, operating systems

Hardware:

Micro (100% of titles)

Man.: IBM

Oper. syst.: Windows (10%), DOS (38%),

Mac (42%)

Price:

less than \$100	65%
100-500	25%
500-1,000	8%
1,000-5,000	2%

Origin of software

- All titles provided from other suppliers
- Software suppliers: 28
- Distribution of suppliers:
Ont. (8), West. Canada (6), U.S.A. (14)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: education (administration, teaching staff)

Sell to: publishers, manufacturers and distributors-wholesalers, 3 points of sale in Canada; and sell directly to end-users, 1 store

Other selling technique: correspondence (through catalogues)

Distribution of software sales:

NF (3%), Man. (10%), Sask. (15%), Alb. (60%), BC (12%)

Profile

Founding: 1981

Range of annual sales: \$500,000 to 2 million, software distribution: 97%

Employees: 6, software distribution: 90%

Main activity: Software Retailer

Other activity:

- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications in education field (school)

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Service offered to designer/supplier:

- advertising/promotion

Type of agreement:

Exclusive rights defined by province to Western Canada

Futur Byte Informatique Inc.

Headquarters:
9150, boul. L'Acadie, Bureau 100
Montréal (Qué.) H4N 2T2

Contact:
Mr. Guy Tremblay, Operations Vice President
Tel.: (514) 383-1040 Fax: (514) 383-3793

Software Line

Titles: 45, French

Application Software: accounting, distribution, local networks

Hardware:

Micro (100% of titles)
Man.: IBM, AST
Oper. syst.: DOS (100%)

Price:

100-\$500	10%
1,000-5,000	88%
5,000-10,000	2%

Origin of software

- 29 titles provided from other suppliers
- Software suppliers: 2
- Distribution of suppliers: All in Quebec
- Buying mainly developed software, not packaged

Client Base

Specialized fields: business, construction, professional services

Sell to: computer products retailers, 6 points of sale in Canada; and sell directly to end-users, 1 office service center

Other selling technique: sales representatives

Distribution of software sales: 100% in Quebec

Profile

Founding: 1986

Range of annual sales: \$2 to 10 million, software distribution: 50%

Employees: 23, software distribution: 25%

Main activity: Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles and new applications in management field

Eligibility criteria:

- documentation
- technical assistance
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- marketing/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Quebec
Partnership type agreement

Groupe Informatique ACGL Inc. (Le)

Headquarters:
5692, Jean-Talon Est
St-Léonard (Qué.) H1S 1M2

Other office: Montreal

Software Line

Titles: 30, 12 French-English, 18 French

Application Software: general management, accounting, distribution, manufacturing, sales and marketing

Hardware:

Mini (40% of titles)

Man.: N/A

Oper. syst.: N/A

Micro (60% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%), Unix (40%)

Price:

500-\$1,000 75%

1,000-5,000 25%

Origin of software

- All titles (30) provided from other suppliers
- Software suppliers: 7
- Distribution of suppliers: All in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized field: for all types of clientèle

Sell to: VAR, 6 points of sale in Canada; computer products retailers, 3 points of sale; and sell directly to end-users, 2 stores and 6 sales representatives

Other selling technique: telemarketing

Distribution of software sales: 100% in Quebec

Contact:

Mr. Dominique Richer, Computer Senior Consultant
450, boul. René-Lévesque Ouest

Montréal (Qué.) H2Z 1Z6

Tel.: (514) 878-3144 Fax: (514) 878-4511

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 15%

Employees: 17, software distribution: 40%

Main activity: Computer Products Retailer

Other activities:

- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles and new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- installing systems

Type of agreement:

Payment of royalties

Halley's Technologies Inc.

Headquarters:
35, Adesso Drive, P.O. Box 193 (L4K 1B4)
Concord (Ont.) L4K 3C7

Software Line

Titles: 4, English

Application Software: engineering, manufacturing, points of sale (P.O.S.)

Hardware:

Micro (100% of titles)

Man.: Zanthé, Integratech

Oper. syst.: Windows (100%), DOS (100%)

Price:

10,000-\$20,000 100%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: estimating, material count, optimization and link to NCR, machines in the metal and gas industry.

The firm is an "O.E.M" (Original Equipment Manufacturer) for any point of sale software using by franchises.

Sell to: distributors-wholesalers, 20 points of sale in Canada; software retailers, 20 points of sale; and sell directly to end-users by sales representatives, 20 points of sale in Canada

Other selling technique: trade shows

Distribution of software sales: Ont. (70%), BC (10%), U.S.A. (20%)
China (Hong Kong is coming up).

Contact:

Mr. Willy Wong, Managing Director

Tel.: (416) 738-6828

Fax: (416) 738-9835

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000, software distribution: 100% (from its own products)

Employees: 4, software distribution: 25%

Main activity: Computer Products Retailer (Software House)

Other activity:

- Producing standard and customized software for metal and glazing companies
- Producing point of sale (cash register) software for franchises
- Designing of Application/Systems Software in engineering and manufacturing

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (manufacturing, construction)

Eligibility criteria:

- marketing plan

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Essential |
| • size of targeted market | Important |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training

Type of agreement:

N/A

Kintec Systems

Headquarters:
310, Bronson Ave
Ottawa (Ont.) K1R 6J3

Software Line

Titles: 220, 20 French, 200 English

Application Software: general management, accounting, distribution, management and financial analyses, property management, engineering, games, sales and marketing

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Work Stations (10% of titles)

Man.: Xenix oper. syst.: N/A

Micro (90% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (10%), DOS (80%), OS/2 (10%), Unix (10%)

Price:

less than \$100	30%
100-500	40%
500-1,000	20%
1,000-5,000	10%

Origin of software

- 217 titles provided from other suppliers
- Software Suppliers: 10
- Distribution of suppliers:
Que. (1), Ont. (8), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle

Sell to: publishers; manufacturers; distributors-wholesalers, 3 points of sale in Canada; and sell directly to end-users by store, 1 point of sale

Other selling technique: telemarketing, correspondence (through catalogues)

Distribution of software sales:

NS and PEI (5% each), Que. (20%), Ont. (70%)

Contact:

Mr. Dan Dang, President

Tel.: (613) 234-9807 Fax: (613) 234-7237

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million, software distribution: 30%

Employees: 5, software distribution: 30%

Main activity: Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using its own basic modules, new clients

Eligibility criteria:

- marketing plan
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training

Type of agreement:

Non exclusive rights

Micro-Solutions

Headquarters:
111, boul. Bromont
Bromont (Qué.) J0E 1L0

Software Line

Titles: more than 3 000, 300 French, 2 700 English

Application Software: general management, accounting, distribution, management and financial analyses, engineering, games, manufacturing, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Work Stations (5% of titles)

Man.: DTK oper. syst.: DOS, Windows

Micro (95% of titles)

Man.: DTK

Oper. syst.: Windows (15%), DOS (80%), Mac (5%)

Price:

less than \$100	5%
100-500	70%
500-1,000	25%

Origin of software

- All titles (more than 3 000) provided from other suppliers
- Software Suppliers: 100
- Distribution of suppliers: mainly in U.S.A., Que. (8), Ont. (4)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle, high quality software (governments, major corporations, universities)

Sell to: computer products retailers, 20 points of sale in Canada; and sell directly to end-users, 1 store; (The entreprise is a supplier of federal government)

Other selling technique: correspondence (through catalogue)

Distribution of software sales: 100% in Quebec

Contact:

Mr. R. Toulouse, President

Tel.: (514) 534-3284 Fax: (514) 534-3335

Direct line from Montreal: (800) 363-8328

Profile

Founding: 1982

Range of annual sales: \$2 to 10 million, software distribution: 60%

Employees: 5, software distribution: 75%

Main activity: Computer Products Retailer

Other activitie:

- Hardware Maintenance

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: commercial sector)

Eligibility criteria:

- marketing plan
- documentation

Evaluation criteria:

- marketing plan of designer/supplier Important

Services offered to designer/supplier:

- advertising/promotion (through Quebec)

Type of agreement:

Partnership type agreement

Synapse Computer Systems Inc.

Headquarters:
4611, Albert St.
Regina (Sask.) S4S 6B6

Software Line

Titles: 815, 15 French, 800 English

Application Software: general management, accounting, management and financial analyses, engineering, games, sales and marketing

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: MicroSoft, WP Corp.

Oper. syst.: Windows (25%), DOS (75%)

Price:

less than \$100	45%
100-500	35%
500-1,000	20%

Origin of software

- All titles (815) provided from other suppliers
- Software Supplier: 6
- Distribution of suppliers: Ont. (1), West. Can. (4), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle, real estate

Sell to: manufacturers, 2 points of sale in Canada; distributors-wholesalers, 5 point of sale; and sell directly to end-users by store, 1 point of sale

Distribution of software sales :

Sask. (100%)

Contact:

Mr. Jim Spencer, Manager

Tel.: (306) 584-9559 Fax: (306) 584-8313

Profile

Founding: 1986

Range of annual sales: \$500,000 to 2 million, software distribution: 25%

Employees: 6, software distribution: 50%

Main activity: Computer Products Retailer

Other activities:

- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance

Type of agreement:

N/A

Tactique Informatique

Headquarters:
249, boul. Laurier, Bureau 20
Beloell (Qué.) J3G 4H1

Contact:

Mr. André Archambault, President

Tel.: (514) 464-6809 Fax: (514) 446-3850

Software Line

Titles: 100, 25 French, 75 English

Application Software: general management, accounting, games, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: N/A

Oper. syst.: Windows (5%), DOS (95%)

Price:

less than \$100	25%
100-500	50%
500-1,000	20%
1,000-5,000	5%

Origin of software

- 98 titles provided from other suppliers
- Software suppliers: 4
- Basic modules supplier: 1
- Distribution of suppliers:
Que. (1), Ont. (4)
- Buying 80% packaged software, ready for sale and 20% developed software, not packaged

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR; and sell directly to end-users, 1 store and sales representatives

Other selling technique: correspondence (through catalogues)

Distribution of software sales: Que. (100%)

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million, software distribution: 15%

Employees: 5, software distribution: 60%

Main activity: Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new clients, new hardware, new operating systems (ex.: Windows)

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Essential |
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan
designer/supplier | Important |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Commission type agreement

Distributor-Wholesaler



3-Soft Inc.

Headquarters:
715, Delege, Bureau 950
Longueuil (Qué.) J4G 2P8

Contact:

Mr. André Morissette, Vice President Operations
Tel.: (514) 646-2259 Fax: (514) 442-7778

Software Line

Titles: 5 000, 1 000 French, 4 000 English

Application Software: general management, management and financial analyses, engineering, manufacturing, sales and marketing

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (10%), DOS (80%),

Unix (5%), Mac (5%)

Price:

less than \$100	10%
100-500	40%
500-1,000	40%
1,000-5,000	10%

Origin of software

- All titles (5 000) provided from other suppliers
- Software Suppliers: 60
- Distribution of suppliers: Que. (3), Ont. (3), West Canada (2), U.S.A. (44), Other countries (8)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: major corporations, education, governments

Sell to: computer products retailers, 1 point of sale in Canada; and sell directly to end-users, 1 office service center and sales representatives

Other selling technique: telemarketing

Distribution of software sales: Que. (100%)

Profile

Founding: 1987

Range of annual sales: \$2 to 10 million, software distribution: 100%

Employees: 5, software distribution: 100%

Main activity: Distributor-Wholesaler, Software Retailer

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications

Eligibility criteria

- marketing plan
- technical assistance
- minimum number of copies already sold
- software updating services

Evaluation criteria:

• required sales effort	Essential
• marketing plan of designer/supplier	Important
• size of targeted market	Important
• originality of application	Useful
• technical originality	Useful

Service offered to designer/supplier:

- publishing

Type of agreement:

Exclusive rights to Quebec

Adapt Inc.

Headquarters:
5311, Ave du Parc, Bureau 300
Montréal (Qué.) H2V 4G9

Contact:
Mr. Michel Perrault, President
Tel.: (514) 272-8322

Software Line

Titles: 4, French-English

Application Software: general management, engineering, manufacturing

Hardware:

Work Stations (20% of titles)
Man.: Sun, HP oper. syst.: Unix

Micro (80% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (80%), Unix (20%)

Price:

500-\$1,000	40%
1,000-5,000	40%
5,000-10,000	10%
10,000-20,000	10%

Origin of software

- All titles (4) provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers: 2 in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle, in computer aided design (CAD)

Sell to: computer products retailers, 1 point of sale in Canada; and sell directly to end-users, 1 office service center and 3 sales representatives

Other selling technique: correspondence (through catalogues)

Distribution of software sales:
Que. (80%), Ont. (10%), U.S.A. (10%)

Profile

Founding: 1988

Range of annual sales: N/A,
software distribution: 80%

Employees: 5, software distribution: 100%

Main activity: Distributor-wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: manufacturing), new clients (ex.: organizations)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

• originality of application	Essential
• technical originality	Essential
• size of targeted market	Important
• required sales effort	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:
Exclusive rights to Canada
Payment of royalties

Agoratech Canada Inc.

Headquarters:
6, Blainville Ouest
Ste-Thérèse (Qué.) J7E 1W9

Contact:

Mr. Daniel Lortie, Commercial Support Manager
Tel.: (514) 433-1000 Fax: (514) 433-9979

Software Line

Titles: 15, French-English

Application Software: software network management (park), dangerous matters management

Systems Software: programming tools, database management systems (relational databases)

Hardware:

Micro (100% of titles)

Man.: Aci/Acius, CSG Technologies, Log.Guépard
Oper. syst.: Mac (100%)

Price:

100-\$500	75%
500-1,000	25%

Origin of software

- 13 titles provided from other suppliers
- Software suppliers: 5
- Basic module suppliers: 2
- Distribution of suppliers:
Que. (1), U.S.A. (4), Other countries(1)
- Buy mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR, 30 points of sale in Canada; computer products retailers, 350 points of sale; software retailers, 25 points of sale

Other selling technique: over-the counter (in-store)

Distribution of software sales:

NF, NS, PEI, NB (10%), Que. (35%), Ont. (35%),
Man., Sask., Alb. (10%), BC. (10%)

Profile

Founding: 1987

Range of annual sales: \$500,000 to 2 million,
software distribution: 95%

Employees: 6, software distribution: 50%

Main activity: Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by an other firm using its own basic modules (ex.: vertical markets)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- software and user's guide translation

Type of agreement:

Exclusive rights to Canada and to other countries

AVEC Technical Services

Headquarters:
2261 A, Royal Windsor Drive
Mississauga (Ont.) L5J 1K5

Software Line

Titles: 7, 5 English, 2 French-English

Application Softwares: general management, sales and marketing, library management

Systems Software: operating systems, database management systems, local area networks

Hardware:

Mini (14% of titles)

Man.: NCR, Digital, Bull, Mips
Oper. syst.: Unix, VMS

Work Stations (14% of titles)

Man.: Bull oper. syst.: Unix

Micro (86% of titles)

Man.: IBM/compatibles
Oper. syst.: DOS (100%), OS2 (100%)

Price:

1,000-\$5,000	60%
5,000-10,000	26%
20,000 and over	14%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 7
- Distribution of suppliers: Que. (2), Ont. (2), U.S.A. (3)
- Buying 86% packaged software, ready for sale and 14% developed, not packaged

Client Base

Specialized fields: libraries and information centers

Sell to: distributors-wholesalers, 1 point of sale in Canada; and sell directly to end-users, 1 office service center and 3 sales representatives

Distribution of software sales:

Que. (4%), Ont. (90%), Alb. (1%), U.S.A. (5%)

Contact:

Mr. Richard Earle, President

Tel.: (416) 855-2924 Fax: (416) 855-2928

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million, software distribution: 40%

Employees: 12, software distribution: 50%

Main activities: Distributor-Wholesaler, Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk/Software Support
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|--|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • product should apply to our current market | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada

Beamscope Canada Inc.

Headquarters:
35 Ironside Crescent
Scarborough (Ont.) M1X 1G5

Other offices: Moncton, Montreal, Toronto, Ottawa,
Calgary, Edmonton, Vancouver

Contact:

Mr. Jim Mala, Purchaser
Tel.: (416) 291-0000 Fax: (416) 291-5721

Software Line

Titles: N/A

Application Software: accounting, games,
word processing, home productivity

Systems software: communications, database
management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM, Commodore, Amiga, Apple, Atari

Oper. syst.: Windows (5%), DOS (85%), Mac (10%)

Price:

less than \$100	80%
100-500	20%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 60
- Distribution of suppliers: Que. (1), Ont. (4),
U.S.A. (55)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: computer products retailers, 3000 points of
sale in Canada; chains or large non-specialized stores,
1500 points of sale

Other selling technique: sales representatives

Distribution of software sales: NF, NS, PEI, NB,
Man., Sas. (5% each), Qué. (10%), Ont. (25%),
Alb. (10%), BC (25%)

Profile

Founding: 1982

Range of annual sales: \$10 million and over,
software distribution: 35%

Employees: 64, software distribution: 100%

Main activity: Distributor-Wholesaler

Other activity:

- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles similar to
those of its catalogue type

Eligibility criteria:

- marketing plan (customer oriented)
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services
- high profile advertising program

Evaluation criteria:

- | | |
|--|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • size of targeted market | Useful |
| • marketing plan of
designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Exclusive rights to Canada

Bitimpex Inc.

Headquarters:
345-3, boul. Chomedey
Laval (Qué.) H7V 3S7

Software Line

Titles: 40, 10 French, 30 English

Application Software: general management, accounting, distribution, management and financial analyses, engineering, games, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Mini (5% of titles)

Man.: Millogiciel Inc. oper. syst.: Xenix

Micro (95% of titles)

Man.: N/A

Oper. syst.: Windows (30%), DOS (60%), Unix (5%)

Price:

less than \$100	70%
100-500	15%
500-1,000	9%
1,000-5,000	5%
5,000-10,000	1%

Origin of software

- 39 titles provided from other suppliers
- Software suppliers: 5
- Basic modules suppliers: 5
- Distribution of suppliers:
Que. (9), Ont. (1)
- Buying 90% packaged softwares, ready for sale and 10% developed software, not packaged

Client Base

Specialized fields: for all types of clientèle, transport sector

Sell to: manufacturers, 3 points of sale in Canada; independent sales representatives, 5 points of sale; computer products retailers, 3 points of sale; and sell directly to end-users: 1 store, 1 office service center and 5 sales representatives

Distribution of software sales: Que. (80%)
Ont. (10%), B-C. (5%), U.S.A. (4%), France (1%)

Contact:

Mr. Paul-Dan Busuloc, President

Tel.: (514) 688-9408 Fax: (514) 688-9840

Profile

Founding: 1987

Range of annual sales: \$500,000 to 2 million,
software distribution: N/A

Employees: 3, software distribution: 50%

Main activity: Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new basic modules

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Important |
| • required sales effort | Useful |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- installing systems

Type of agreement:

Regional exclusive rights

CDP Communications Inc.

Headquarters:
17, Dundonald St.
Toronto (Ont.) M4Y 1K3

Software Line

Titles: 70, English

Systems Software: communications, programming tools, accessories, printing, utilities

Hardware:

Mainframes (10% of titles)

Man.: IBM oper. syst.: MVS, VM

Mini (2% of titles)

Man.: IBM oper. syst.: AS 400

Micro (80% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (50%), DOS (45%), OS/2 (5%)

Price:

100-\$500	5%
500-1,000	10%
1,000-5,000	10%
10,000-20,000	70%
20,000 and over	5%

Origin of software

- 60 titles provided from other suppliers
- Software Suppliers: 8
- Distribution of suppliers:
U.S.A.(2), Other countries (6)
- Buying 70% packaged software, ready for sale and 30% developed, not packaged

Client Base

Specialized fields: laser printer interfaces, forms design, corporate publishing, federal and provincial governments

Sell to: VAR, 50 points of sale in Canada; computer products retailers, 60 points of sale; and sell directly to end-users by sales representatives, 3 points of sale

Distribution of software sales:

NS (15%), Que. (5%), Ont. (25%), Man. (10%), Alb. (20%), BC (5%), U.S.A. (20%), Other countries (5%) Europe, Australia

Profile

Contact:

Mr. Ernie Crawford, President

Tel.: (416) 323-9666 Fax.: (416) 323-3878

Founding: 1984

Range of annual sales: \$2 to 10 million, software distribution: 80%

Employees: 14, software distribution: 80%

Main activity: Value Added Distributor (VAD)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing
- Hardware/Software Exporter

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, new clients, new hardware, new operating systems (ex.: OS2, MVS, VM, Unix, DOS)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |
| • technical originality | Useful |

Service offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Com:Port International

Headquarters:
55, Murray St., Suite 220
Ottawa (Ont.) K1N 5M3

Software Line

Titles: 10, English

Application Software: videotex terminal emulators, remote video education access terminals, public access videotex terminals

Systems Software: image creation systems, videotex host servers, on-line database management, remote video education creation systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (95%), Unix (5%)

Price:

less than \$100	30%
500-1,000	20%
1,000-5,000	30%
5,000-10,000	10%
10,000-20,000	10%

Origin of software

- 6 titles provided from other suppliers
- Software Suppliers: 5
- Distribution of suppliers: Que. (2), Ont. (3)
- Buying 40% packaged software, ready for sale and 60% developed, not packaged

Client Base

Specialized fields: graphic communications, information providers on videotex networks, large computers, systems, communication companies

Sell: VAR, 5 points of sale in Canada and U.S.A.; computer product retailers, 50 points of sale in Canada; directly to end-users by sales representatives

Other selling techniques:

telemarketing, correspondence (through catalogues)

Distribution of software sales:

Que. (5%), Ont. (5%), U.S.A. (80%),
Other countries (10%)

Contact:

Mr. Barry Brisco, Vice President General Manager
Tel.: (613) 236-7799 Fax: (613) 235-9286

Profile

Founding: 1983

Range of annual sales: \$500,000 to 2 million,
software distribution: 75%

Employees: 8, software distribution: 50%

Main activities: Distributor-Wholesaler, Manufacturer
(Designer-Publisher), Value Added Reseller (VAR)

Other activities:

- Software Publishing
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using its own basic modules, similar and/or different from products of its catalogue type (ex.: videotex)

Eligibility criteria:

- documentation
- technical assistance
- training
- Software updating services

Evaluation criteria:

• technical originality	Essential
• size of targeted market	Important
• required sales effort	Important
• originality of application	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing system

Type of agreement:

Exclusive rights to other countries
Payment of royalties

Communications Duo du Canada Ltée (Duocom)

Headquarters:
423, Meloche
Dorval (Qué.) H9P 2W2

Other office: Scarborough

Software Line

Titles: 3, English

Application Software: business presentation graphics

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (15%), DOS (85%)

Price:

100-\$500

100%

Origin of software

- All titles (3) provided from other suppliers
- Software Suppliers: 3
- Distribution of suppliers:
Ont. (1), U.S.A. (2)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: business representation

Sell: directly to end-users, 2 stores and 2 sales representatives

Distribution of software sales:

Que. (50%), Ont. (50%)

Contact:

Mrs Céline Moreau,

Director of Marketing Audiovisual Division

Tel.: (514) 633-6770 Fax: (514) 633-6778

Profile

Founding: 1974

Range of annual sales: \$2 to 10 million,
software distribution: 1%

Employees: 32, software distribution: 22%

Main activity: Distributor-Wholesaler

Other activities:

- Help Desk
- Audiovisual Equipment Distributor

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Useful |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- sales and marketing

Type of agreement:

On client's request

Comnetix Computer Systems Inc.

Headquarters:
1440, Hurontario St.
Mississauga (Ont.) L5G 3H4

Other office: Ottawa

Software Line

Titles: 10, English

Application Software: general management, management and financial analyses, policing, security, modeling

Hardware:

Work Stations (75% of titles)

Fab.: Next syst.: Nextstep (Unix)

Micro (25% of titles)

Fab.: Apple, IBM/compatibles

Syst.: OS/2 (10%), Mac (15%)

Price:

10,000-\$20,000 10%

20,000 and over 90%

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: for all types of clientèle

Sell to: directly to end-users, 2 sales representatives

Distribution of software sales:

NS and Que. (5%each), Ont. (30%), Alb. (5%), BC (5%), U.S.A. (50%)

Contact:

Mr. Clement DiPlacido, Manager of Business Systems

Tel.: (416) 274-4060 Fax.: (416) 271-7776

Profile

Founding: 1981

Range of annual sales: \$500,000 to 2 million, software distribution: 90% (from its own products)

Employees: 15, software distribution: 25%

Main activity: Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |
| • required sales effort | Useful |

Service offered to designer/supplier:

- advertising/promotion

Type of agreement:

Exclusive rights to Canada

Cybernétique Inc.

Headquarters:
3023, boul. Hamel, Bureau 118 A
Québec (Qué.) G1P 4C8

Other office: Montreal

Software Line

Titles: 10, French

Application Software: general management, accounting, games, sales and marketing, building management

Systems Software: operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:

less than \$100	20%
100-500	60%
500-1,000	20%

Origin of software

- 8 titles provided from other suppliers
- Software Suppliers: 3
- Basic modules Suppliers: 1
- Distribution of suppliers: 4 in Quebec
- Buying 80% packaged software, ready for sale; 10% developed, not packaged and 10% not fully developed

Client Base

Specialized fields: private sector (companies), education sector

Sell to: computer products retailers, 50 points of sale in Canada; and sell directly to end-users by sales representatives

Other selling technique: telemarketing

Distribution of software sales: Que. (100%)

Contact:

Mr. Réal Proulx, Vice President
Tel.: (418) 871-9991 Fax: (418) 871-1296

Profile

Founding: 1988

Range of annual sales: \$500,000 to 2 million,
software distribution: 10%

Employees: 8, software distribution: 35%

Main activity: Distributor-Wholesaler

Other activity:

- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Partnership type agreement

Dalimar Instruments Inc.

Headquarters:
89, boul. Don Quichotte, Bureau 12
Ile-Perrot (Qué.) J7V 6X2

Contact:
Mr. Yvon J. B. Larose, President
Tel.: (514) 453-0033 Fax: (514) 453-0554

Software Line

Titles: 4, English

Application Software: engineering

Systems Software: database management systems

Hardware:

Micro (100% of titles)

Man.: Entek, Strawberry tree, Tec, Larson Davis

Oper. syst.: DOS (90%), Mac (10%)

Price:

500-\$1,000	20%
1,000-5,000	30%
5,000-10,000	30%
10,000-20,000	20%

Origin of software

- All titles (4) provided from other suppliers
- Software Suppliers: 4
- Distribution of suppliers: All in U.S.A.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: engineering, research, process control, data acquisition

Sell: directly to end-users by sale representatives

Distribution of software sales:

NS (5%), NB (5%), Que. (50%), Ont. (35%),
CB (5%)

Profile

Founding: 1986

Range of annual sales: \$500,000 to 2 million,
software distribution: 15%

Employees: 4, software distribution: 70%

Main activity: Distributor-Wholesaler

Other activity:

- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

• required sales effort	Essential
• size of targeted market	Important
• originality of application	Important
• technical originality	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- installing systems

Type of agreement:

Exclusive rights to Canada

Drake Network Systems

Headquarters:
1050, Jayson Court
Mississauga (Ont.) L4W 2V5

Other offices: Alberta, Calgary, Quebec, Montreal

Software Line

Titles: 30, English

Systems Software: communications, programming tools, LAN

Hardware:

Mainframes (5% of titles)

Mini (10% of titles)

Man.: Wang oper. syst.: N/A

Work Stations (5% of titles)

Micro (80% of titles)

Man.: N/A

Oper. syst.: Windows (2%), DOS (85%), OS/2 (2%), Unix (9%), Mac (2%)

Price:

100-\$500	30%
500-1,000	30%
1,000-5,000	30%
5,000-10,000	5%
10,000-20,000	5%

Origin of software

- All titles (30) provided from other suppliers
- Software and Basic modules Suppliers: 40
- Distribution of suppliers: N/A
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for any products related to local and wide area networks and serve multiple specialized fields

Sell to: VAR, independent sales representatives, computer products retailers, software retailers, chains or large non-specialized stores, 1500 resellers

Other selling technique: by correspondence (through catalogues)

Distribution of software sales: NF (2%), NS, PEI, NB (1% each), Que. (40%), Ont. (35%), Man. (2%), Sask. (3%), Alb. (10%), BC (5%)

Contact:

Mr. Philipp Schumacher, General Manager
3349, Griffith, Saint-Laurent (Qué.) H4T 1W5
Tel.: (514) 733-3742 Fax: (514) 733-6496

Profile

Founding: 1984

Range of annual sales: \$10 million and over, software distribution: 50%

Employees: 32, software distribution: 25%

Main activities: Distributor-Wholesaler, Training

Other activity:

- Training
- (We provide Novell authorized training since we are a Novell and SynOptics authorized Education Center)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold
- financial stability

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • vendor strategy | Important |

Services offered to designers/suppliers:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Non exclusive rights

EMJ Data Systems Ltd

Headquarters:
P.O. Box 1012
Guelph (Ont.) N1H 6N1

Other offices: Bedford, Montreal, Winnipeg, Calgary, Vancouver

Contact:
Mr. Jim Estill, President
Tel.: (519) 837-2444 Fax: (519) 836-1914

Software Line

Titles: 10, English

Application Software: engineering

Systems Software: communications, operating systems

Hardware:

Micro (100% of titles)
Man.: N/A
Oper. syst.: N/A

Price:
100-\$500 5%
1,000-5,000 95%

Origin of software

- Software suppliers: 5
- Distribution of suppliers:
Ont. (2), U.S.A. (3)
- Buy mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR, 200 points of sale in Canada; computer products retailers, 200 points of sale; chains or large non-specialized stores, 100 points of sale

Other selling technique: telemarketing, correspondence (through catalogues)

Distribution of software sales:
NF, NS, PEI, NB, Man. and Sas. (7%), Que. (20%),
Ont. (50%), Alb. (8%), BC (10%), U.S.A. (5%)

Profile

Founding: 1979

Range of annual sales: \$10 million and over,
software distribution: 10%

Employees: 100, software distribution: % N/A

Main activity: Distributor-Wholesaler

Other activities:

- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- installing systems

Type of agreement:

Exclusive rights to Canada
Partnership type agreement

Group West Systems Ltd

Headquarters:
3012, Boundary Road
Burnaby (BC) V5M 4A1

Other offices:

Winnipeg, Regina (subsidiaries-affiliated)

Software Line

Titles: 3, English

Application Software: accounting, distribution, management and financial analyses, manufacturing, sales and marketing

Systems Software: communication, programming tools, computer aided software engineering (CASE)

Hardware:

Mini (100% of titles)

Man.: SSA, Syspro, J.D. Edwards
Oper. syst.: OS/400, AIX

Micro (% of titles: N/A)

Man.: N/A
Oper. syst.: Unix (25%)

Price:

\$10,000 and over 100%

Origin of software

- All titles provided from other suppliers
- Software suppliers: 3
- Basic modules suppliers: 3
- Distribution of suppliers:
West. Canada (3), U.S.A. (3)
- Buying 95% packaged software, ready for sale and 5% developed and not packaged

Client Base

Specialized fields: for all types of clientèle, manufacturing/distribution, large financial applications

Sell: directly to end-users, 5 sales representatives

Distribution of software sales: Man. (20%),
Sas. (5%), Alb. (5%), BC. (70%)

Contact:

Mr. Collin Farrell, Marketing Representative

Tel.: (604) 437-3376 Fax: (604) 435-1450

Profile

Founding: 1976

Range of annual sales: \$2 to 10 million,
software distribution: 50%

Employees: 25, software distribution: 100%

Main activity: Distributor-wholesaler, IBM-Agent

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Project MGMT
- Turnkey Solutions

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, new clients and new types of title formats (packaged or not)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designers/suppliers:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to BC (or to Western Canada)
Partnership type agreement

Groupe Hamel/Ross (Le)

Headquarters:
142, de la Cathédrale
Rimouski (Qué.) G5L 5H8

Contact:

Mr. Alain Ross, Vice President
Tel.: (418) 724-0816 Fax: (418) 725-3769

Software Line

Titles: 8, English

Application Software: geostatistics, modeling

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:

5,000-\$10,000	87.5%
10,000-20,000	12.5%

Origin of software

- All titles (8) provided from an other supplier located in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: mines and primary metals

Sell : directly to end-users by sales representatives

Distribution of software sales:

Que. (90%), N-B. (10%)

Profile

Founding: 1989

Range of annual sales: N/A,
software distribution: 5%

Employees: 4, software distribution: 25%

Main activity: Distributor-Wholesaler

Other activity:

- Mines exploration

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to products of its catalogue type, new applications (ex.: mines)

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

None criteria

Services offered to designers/suppliers:

- publishing
- advertising/promotion (direct, contacts)

Type of agreement:

Exclusive rights to the East of Quebec
Partnership type agreement

Informatique Vear & Spence Inc.

Headquarters:
895, boul. Charvet Ouest, Bureau 200
Québec (Qué.) G1N 2C9

Contact:
Mr. Claude Spence, Associated, Marketing

Software Line

Titles: 10, 1 French-English, 9 French

Application Software: general management, accounting, distribution, management and financial analyses, sales and marketing

Hardware:

Mini (5% of titles)
Man.: Digital, Altos oper. syst.: Unix, Xenix

Micro (95% of titles)
Man.: IBM/compatibles
Oper. syst.: Unix (25%), Xenix (75%)

Price:

500-\$1,000	5%
1,000-5,000	5%
5,000-10,000	10%
10,000-20,000	60%
20,000 and over	20%

Origin of software

- All titles (10) provided from other suppliers
- Software Suppliers: 10
- Distribution of suppliers: All in Quebec
- Buying 70% packaged software, ready for sale and 30% developed, not packaged

Client Base

Specialized fields: distribution, professional services (accountants, attorneys, notaries), manufacturing, restaurants, clothes and shoes stores, points of sale (P.O.S.), agenda (appointments), files management (chiropractors, acupuncturists, massage therapists)

Sell to: computer products retailers, 125 points of sale in Quebec; and sell directly to end-users by sales representatives (high quality)

Other selling technique: telemarketing

Distribution of software sales: Que. (100%)

Profile

Founding: 1990

Range of annual sales: \$500,000 to 2 million, software distribution: 100%

Employees: 11, software distribution: 80%

Main activity: Distributor-Wholesaler, Value Added Reseller (VAR)

Other activities:

- Software Consulting
- Software Operation Training
- Help Desk
- Management Accounting Training
- Client's Needs Analysis and Recommendations
- Informatics Security Recommendations

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: points of sale management, agenda: appointments)

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

• originality of application	Essential
• size of targeted market	Important
• technical originality	Important
• required sales effort	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- technical assistance
- training
- installing systems

Type of agreement:

Partial or total exclusive rights to Quebec
Payment of royalties

Ingram Micro Inc.

Headquarters:
360, Hanlaw
Wood Bridge (Ont.) L4L 3P6

Other offices: Montreal, Toronto, Ottawa, Calgary, Vancouver

Software Line

Titles: 8 000, 200 French, 800 English, 7 000 (for hardware)

Application Software: general management, accounting, distribution, management and financial analyses, property management, engineering, games, manufacturing, sales and marketing

Systems software: communication, programming tools, operating systems, databases management systems, accessories

Hardware:

Mini (3% of titles)

Man.: Olivetti/Net-Frame oper. syst.: N/A

Work Stations (5% of titles)

Man.: HP oper. syst.: N/A

Micro (95% of titles)

Man.: DOS/compatibles

Oper. syst.: Windows (25%), DOS (50%), OS/2 (5%), Unix (5%), Mac (15%)

Price:

N/A

Origin of software

- All titles provided from other suppliers
- Software Suppliers: About 100
- Distribution of suppliers: Que., Mar., Ont. and West. Canada (5%), U.S.A. (95%)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: computer retailing and consulting

Sell to: VAR, independent sales representatives, computer products retailers, software retailers and chains or large non-specialized stores, 4,000 points of sale in Canada

Distribution of software sales: NF, NS, PEI, NB, and Que. (22%), Ont. (40%), Man., Sas., Alb. and BC (38%)

Contact:

Mr. Pierre-A. Lamoureux, Regional Manager Marketing
6969, Rte Transcanadienne, Bureau 98
Montréal (Qué.) H4T 1V8
Tel.: (514) 334-9785 Fax: (514) 334-2174

Profile

Founding: 1980

Range of annual sales: \$2 billion and over, software distribution: 50%

Employees: 2,000 (throughout the world)
software distribution: 100%

Main activity: Distributor-Wholesaler

Other activity:

- Software Operation Training (Novell, Xenix)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar and/or different from those of the catalogue, new applications, new clients, new hardware

Eligibility criteria:

- marketing plan
- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • marketing plan of designer/supplier | Essential |
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Important |

Services offered to designer/supplier:

- advertising/promotion

Type of agreement:

Exclusive rights to Canada
Distribution without exclusive rights

Integrated Media Distribution Distance Educa- tion and Techno- logy Branch

Headquarters:
1970, Ness Ave
Winnipeg (Man.) R3J 0Y9

Contact:
Dorothy Anderson
Tel.: (204) 945-5293 Fax: (204) 945-5824

Software Line

Titles: 383, 100 French, 283 English

Application Software: application tools (in Microsoft),
educational courseware

Hardware:

Micro (100% of titles)
Man.: Apple, IBM/compatibles, C-64
Oper. syst.: N/A

Price:
less than \$100 90%
N/A 10%

Origin of software

- 286 titles provided from other suppliers
- Software Suppliers: 16
- Distribution of suppliers: mainly in U.S.A
- Buying 50% packaged software, ready for sale and 50% developed, not packaged

Client Base

Specialized fields: specific clientèle working in
schools and colleges

Sell: directly to end-users, 1 store

Other selling technique: correspondence (through
catalogues)

Distribution of software sales:
Que., Sas., Alb. and BC (1% each), Ont. (5%),
Man. (91%)

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000,
software distribution: 90%

Employees: N/A

Main activity: Distributor-wholesaler

Other activities:

- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles similar to
those of its catalogue type

Eligibility criteria:

- technical assistance
- software updating services

Evaluation criteria:

- size of targeted market Essential

Service offered to designer/supplier:

- training
- coordination of site licenses

Type of agreement:

Exclusive rights to Manitoba Educational Market

JB Marketing

Headquarters:
835, Campbell St.
Cornwall (Ont.) K6H 7B7

Other offices: Montreal, Toronto, Winnipeg, Calgary, Richmond

Contact:
Product Management Group
Tel.: (613) 938-3333 Fax: (613) 938-4935

Software Line

Titles: 3500, 500 French, 2000 English, 1000 in other languages

Application Software: general business productivity software such as accounting, word processing, utilities, presentations

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles and others
Oper. syst.: Windows (10%), DOS (80%),
OS/2 (1%), VIX/Unix (4%), Mac (5%)

Price:

less than \$100	15%
100-500	75%
500-1,000	10%

Origin of software

- 500 titles provided from other suppliers
- Software Suppliers: 100
- Distribution of suppliers:
Canada (10), U.S.A. (85), Europe (5%)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle, computer reseller

Sell to: independent consultants; computer products retailers; software retailers, over 3000 points of sale in Canada; chains or large non-specialized stores, 50 points of sale

Other selling technique: telemarketing

Distribution of software sales:

NF, NS, PEI, NB (6%), Man., Sask., Alb. (13%),
Que. (15%), Ont. (50%), BC (16%)

Profile

Founding: 1982

Range of annual sales: \$10 million and over,
software distribution: 65%

Employees: 100, software distribution: 40%

Main activity: Distributor-Wholesaler

Other activities:

- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar and/or different from those of its catalogue type, new applications, new clients, new types of titles formats (packaged or not), new hardware, new operating systems

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training

Type of agreement:

Non exclusive rights to Canada

M.A.P.P. (Manufacturers Automation Peri- pheral Products)

Headquarters:
606, Weber N., Suite 6
Waterloo (Ont.) N2V 1K4

Contact:
Mr. John N. Raynor, President
Tel.: (519) 746-0233 Fax: (519) 746-3047

Software Line

Titles: 2, English

Application Software: manufacturing

Systems Software: operating systems

Hardware:

Work Stations (100% of titles)
Man.: Dalon, Excel Control (UP/DOC)
Oper. syst.: DOS

Micro (50% of titles)
Man.: Excel Control
Oper. syst.: DOS (100%)

Price:
1,000-\$5,000 100%

Origin of software

- 2 titles provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers: Ont. (1), U.S.A.(1)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: industrial sector and processing

Sell to: distributors-wholesalers, 4 points of sale in Canada; and sell directly to end-users by direct mail, correspondence (through catalogues)

Distribution of software sales:
Alb. (20%), Ont. (60%), BC (20%)

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million,
software distribution: 10%

Employees: 12, software distribution: 15%

Main activity: Distributor-Wholesaler

Other activities:

- Software Operation Training
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles

Eligibility criteria:

- marketing plan
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training

Type of agreement:

Exclusive rights to Canada

Mailing Innovations Ltd

Other offices: Halifax, St-John, Montreal, Toronto, Ottawa, Winnipeg, Regina, Edmonton, Calgary, Vancouver

Headquarters:
1090, Aerowood, PR #2
Mississauga (Ont.) L4N 1Y5

Contact:
Mr. H. Kemp, President
Tel.: (416) 625-8090 Fax: (416) 625-8977

Software Line

Titles: N/A

Application Software : mailing equipment

Hardware:

Micro (% of titles: N/A)

Man.: N/A

Oper. syst.: DOS, OS/2

Price:

1,000-\$5,000	95%
5,000-10,000	5%

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 5%

Employees: 26, software distribution: about 10%

Main activity: Distributor-Wholesaler

Other activity:

- mailing equipment specialists

Origin of software

- Software Suppliers: 2
- Distribution of suppliers: 2 in Ontario
- Buying mainly developed software, not packaged

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

Exclusive rights to Canada

Client Base

Specialized fields: equipment marketer in the mailing industry. All software related to mailing and document handling has potential within our organization.

Sell: directly to end-users by sales representatives, 18 points of sale in Canada

Distribution of software sales:

Que. (10%), Ont. (90%)

Meridian Computer Corp.

Headquarters:
1145, West 7 Ave
Vancouver (BC) V6H 1B5

Contact:

Mr. Ian Broadfoot, President
Tel.: (604) 731-4900 Fax: (604) 734-8811

Software Line

Titles: 26, English

Application Software: general management, accounting, management and financial analyses, property management, construction (scheduling, accounting, estimating), architects and engineers business management

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (25%), DOS (50%), OS/2 (25%)

Price:

500-\$1,000	10%
1,000-5,000	40%
5,000-10,000	30%
10,000-20,000	20%

Origin of software

- All titles (26) provided from other suppliers
- Software Suppliers: 3
- Distribution of suppliers: 3 in U.S.A.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: construction, architecture, engineering, project management, property management, developers, builders

Sell to: independent sales representatives, 15 points of sale in Canada; and sell directly to end-users by sales representatives, 2 points of sale

Other selling technique: telemarketing

Distribution of software sales:

NF, NS, PEI, NB (5% each), Que., Man., Sask., Alb. (10% each), Ont. (20%), BC (20%)

Profile

Founding: 1982

Range of annual sales: \$500,000 to 2 million, software distribution: 100%

Employees: 4, software distribution: 100%

Main activity: Distributor-Wholesaler

Other activities:

N/A

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

• originality of application	Important
• required sales effort	Important
• size of targeted market	Useful
• technical originality	Useful

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties
Partnership type agreement

Parkridge Computer

Headquarters:
1226, White Oaks Blvd, Suite 3
Oakville (Ont.) L6H 2B9

Software Line

Titles: About 41, 6 French, 35 English and over

Application Software: live training, video training, computer based training

Hardware:

Mini (10% of titles)
Man.: HP, DEC
Oper. syst.: DOS

Work Stations (60% of titles)
Man.: Sun Microsystems, HP, DEC, IBM
Oper. syst.: N/A

Micro (30% of titles)
Man.: IBM PC/compatible
Oper. syst.: DOS (50%), Unix (50%)

Price:

500-\$1,000	50%
1,000-5,000	50%

Origin of software

- All titles provided from other suppliers
- Software/Basic modules Suppliers: N/A
- Distribution of suppliers: N/A
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: open systems, Unix systems, popular MS-DOS Software, video and computer based training, for major corporation, government, education and general business

Sell to: distributors-wholesalers, VAR, independent sales representatives, computer products retailers; and sell directly to end-users by office service centers and sales representatives

Other selling techniques: telemarketing, correspondence (through catalogues)

Distribution of software sales:

Que. (14%), Ont. (70%), Man., Sask., Alb. (2% each), BC (10%)

Contact:

Mrs. Cathy Haley, Manager
Tel.: (416) 842-6873 or (800) 465-UNIX
Fax: (416) 842-9013

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million, software distribution: 25%

Employees: 10, software distribution: 30%

Main activity: Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training

Type of agreement:

Exclusive rights to Canada

Roy, Bourassa & Associés

Headquarters:
410, St-Nicolas, Bureau 430
Montréal (Qué.) H2Y 2P5

Other offices: Quebec, Ottawa

Software Line

Titles: 1, French- English

Systems Software: automation

Hardware:

Mainframes (100% of titles)
Man.: IBM, HDS, AMDHAL
Oper. syst.: MVS

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:
\$20,000 and over 100%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: firms using hardware such as IBM/compatibles

Sell: directly to end-users, 3 office service centers

Other selling technique: sales representatives

Distribution of software sales:
Que. (95%), Ont. (5%)

Contacts:

Mr. Luc Roy, Associated
Tel.: (514) 842-4874 Fax: (514) 842-7891
Mr. Gérald Bourassa, Associated
5400, boul. des Galeries, Bureau 470
Québec (Qué.) G2K 2B5
Tel.: (418) 626-5555 Fax: (418) 626-9854

Profile

Founding: 1985

Range of annual sales: \$2 to 10 million,
software distribution: 15% (from its own products)

Employees: 100, software distribution: 15%

Main activity: Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • technical originality | Essential |
| • originality of application | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Softcode

Headquarters:
80, Citizen Court, Unit 1
Markham (Ont.) L6G 1A7

Contact:

Mr. Sam Stratigeas, Product Manager
Tel.: (416) 477-5479 Fax: (416) 477-4395

Software Line

Titles: 1200, 30 French, 1170 English

Application Software: general management, accounting, distribution, management and financial analyses, engineering, games, sales and marketing

Systems Software: communication, programming tools, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (2%), DOS (5%), Mac (93%)

Price:

less than \$100	28%
100-500	60%
500-1,000	12%

Origin of software

- Software Suppliers: 300
- Distribution of suppliers: Ont. (2), West. Can. (1), U.S.A. (297)
- Buying 99% packaged software, ready for sale and 1% developed, not packaged

Client base

Specialized fields: for all types of clientèle

Sell to: VAR, 50 points of sale in Canada; independent sales representatives, 200 points of sale; computer products retailers, 600 points of sale; software retailers, 15 points of sale; chains or large non-specialized stores, 10 points of sale

Other selling techniques: telemarketing, correspondence (through catalogues)

Distribution of software sales: NF, NS (1% each), Que. (25%), Ont. (55%), Man., Sask. (2% each), Alb. (4%), BC (10%)

Profile

Founding: 1984

Range of annual sales: \$10 million and over, software distribution: 50%

Employees: N/A, software distribution: 80%

Main activity: Distributor-Wholesaler

Other activities:

- Software Publishing
- Hardware Manufacturing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • required sale effort | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- software and user's guide translation

Type of agreement:

Exclusive rights to Canada and to other countries

Software Plus

Headquarters:
12760, Bathgate Way, Unit 1
Richmond (BC) V6V 1Z4

Contact:
Mr. Teresa New, Office Manager
Tel.: (604) 273-4884
Fax: (604) 273-6534 or (800) 663-7731

Software Line

Titles: 10 000, 15 French, 9 985 English

Application Software: education, games, utilities

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: Windows (10%), DOS (50%),
Mac (50%)

Price:

less than \$10.0	80%
100-500	20%

Origin of software

- All titles (10 000) provided from other suppliers
- Software Suppliers: 20
- Distribution of suppliers: Que., Mar. Prov., Ont., West. Can.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle

Sell: directly to end-users by office service centers and sales representatives, 12 points of sale

Other selling technique: telemarketing, correspondence (through catalogue)

Distribution of software sales:

PEI and Que. (1% each), Ont. (40%), NF, NS, NB, Man. (2% each), Sask. Alb. (5% each), BC (40%)

Profile

Founding: 1983

Range of annual sales: \$500 000 to 2 million,
software distribution: 80%

Employees: 8, software distribution: 100%

Main activity: Distributor-Wholesaler,
Educational Software Specialists

Other activities:
N/A

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- installing systems

Type of agreement:
N/A

Tracs Computer Distribution Inc.

Headquarters:
631-7 Ave S.W., Suite 220
Calgary (Alb.) T2P 0T9

Other office: Markham

Software Line

Titles: 90, English

Application Software: network fax

Systems Software: communication, networking, office mail, office productivity

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (20%), DOS (80%)

Price:

less than \$100	6%
100-500	48%
500-1,000	20%
1,000-5,000	23%
5,000-10,000	2%
10,000-20,000	1%

Origin of software

- All titles (90) provided from other suppliers
- Software Suppliers: 8
- Distribution of suppliers:
West. Can. (1), U.S.A. (7)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle, reseller

Sell to: VAR, 1500 points of sale in Canada; independent sales representatives, 200 points of sale; chains or large non-specialized stores, 100 points of sale

Other selling technique: telemarketing, correspondence (through catalogues)

Distribution of software sales:

NF, NS, PEI, NB (1% each), Que. (10%), Ont. (50%), Man. (9%), Sask. (2%), Alb. (13%), BC (12%)

Contact:

Mr. Steve Baird, Vice President,
Product Development Evaluation

Tel.: (403) 263-4800 Fax: (403) 233-8076

Profile

Founding: 1989

Range of annual sales: \$2 to 10 million,
software distribution: 75%

Employees: 12, software distribution: 90%

Main activity: Distributor-Wholesaler

Other activities:

- Hardware Wholesaler

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

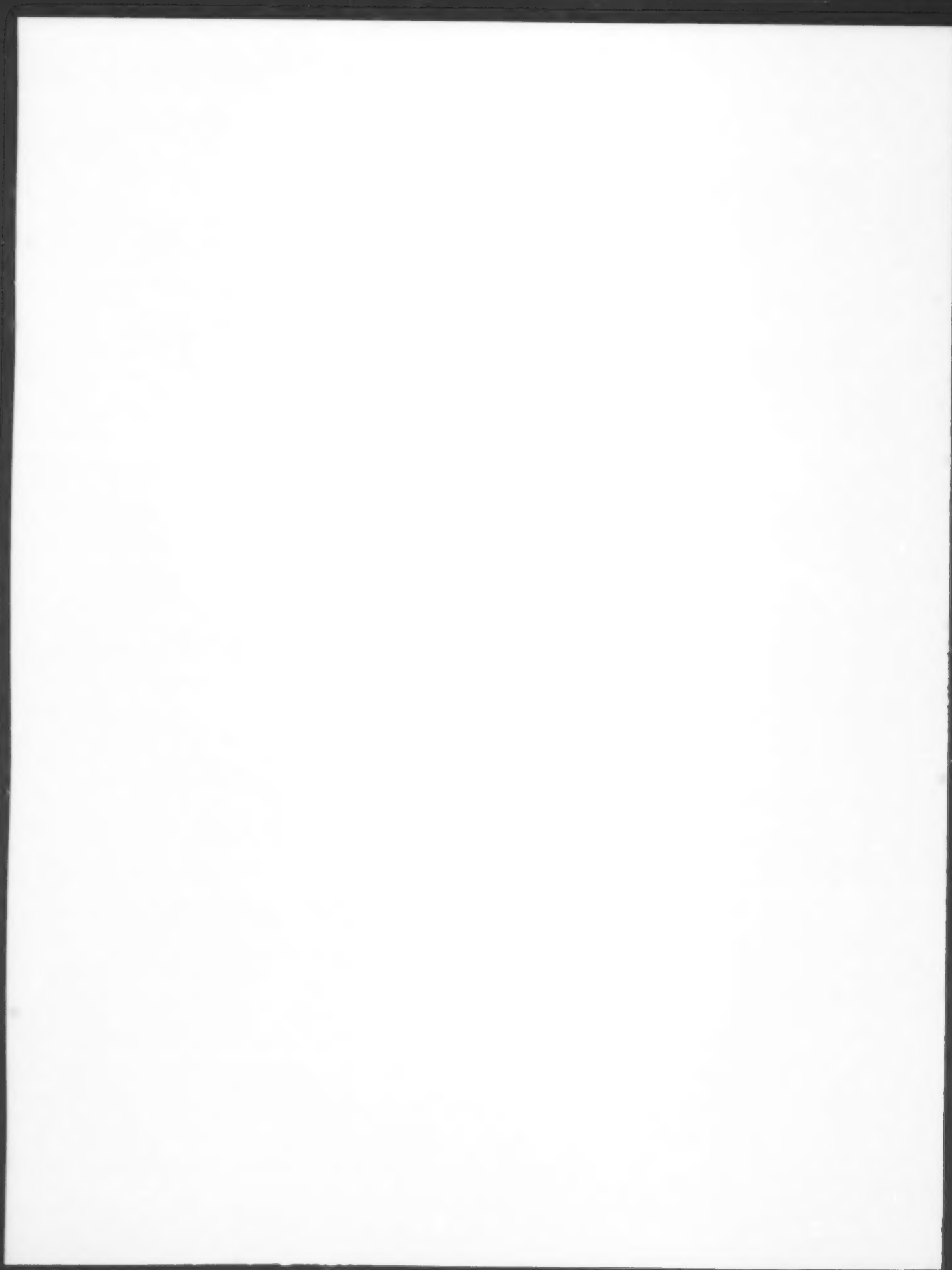
Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- strong network of reseller

Type of agreement:

Exclusive rights to Canada

Publisher



O1 Communications

Headquarters:
4959, Lake Road
Dollard-des-Ormeaux (Qué.) H9G 1G9

Other offices: Montreal, Ville St-Laurent

Software Line

Titles: 9, French-English (3 in Spanish, 1 in Germany, 1 in Inuit)

Application Software: general management, engineering, manufacturing

Hardware:

Work Stations (20% of titles)

Man.: Sun

Oper. syst.: Unix, X Windows, HP, Sony, MIPS, Graphics

Micro (80% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (80%), Unix (20%)

Price:

500-\$1,000	40%
1,000-5,000	40%
5,000-10,000	10%
10,000-20,000	10%

Origin of software

- 4 titles provided from other suppliers
- Software Suppliers: 4
- Distribution of suppliers:
Que. (2), Other countries (2) France
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: computer aided design (CAD), document processing (office automation), information processing, computer graphics

Sell to: manufacturers, 1 point of sale in Canada; distributors-wholesalers, 1 point of sale; computer products retailers, 1 point of sale; chains or large non-specialized stores, 1 point of sale; and sell directly to end-users, 1 office service center and 4 sales representatives

Other selling technique: telemarketing and by correspondence (through catalogues)

Distribution of software sales:

Que (80%), Ont. (10%), U.S.A. (10%)

Contact:

Mr. André Cusson, President

Tel.: (514) 696-6717 Fax: (514) 335-7803

Profile

Founding: 1978

Range of annual sales: N/A,
software distribution: 90%

Employees: 5, software distribution: 100%

Main activity: Publisher

Other activities:

- Designing of Application/ Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: manufacturing), new clients (ex.: organizations)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria

• originality of application	Essential
• technical originality	Essential
• size of targeted market	Important
• required sales effort	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties

Edit Inc.

Headquarters:
1253, Ave McGill College, Bureau 450
Montréal (Qué.) H3B 2Y5

Software Line

Titles: 4, French

Application Software: linguistic application (dictionary), grammar and spelling checker, conjugaison, tutorial on the new french spelling

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:

less than \$100	10%
100-500	90%

Origin of software

- All titles (4) provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers: 2 in Quebec
- Buying mainly developed software, not packaged

Client base

Specialized fields: for all types of clientèle, in linguistic sector

Sell to : VAR, 4 points of sale in Canada and computer products retailers

Other selling technique: telemarketing

Distribution of software sales:

Que. (40%), Ont. (10%), Other countries (50%), Europe

Contact:

Mrs. Annette Grimailla, Présidente
Tel.: (514) 877-4200 Fax: (514) 877-9890

Profile

Founding: 1987

Range of annual sales: N/A,
software distribution : 100%

Employees: 2, software distribution: 100%

Main activity: Publisher

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • linguistic application | Essential |
| • originality of application | Useful |
| • marketing plan of | |
| • designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties

Logiciels Vislon (Les)

Other office: Montreal

Headquarters:
2162, Boul. Charost
Ste-Foy (qué.) G1N 2G3

Contact:

Mr. Michel Genois, President
Tel.: (418) 681-0551 Fax: (418) 681-1055

Software Line

Titles: 19, 12 French, 7 English

Application Software: accounting, distribution, sales and marketing

Systems Software: operating systems

Hardware:

Work Stations (10% of titles)

Fab.: Wyse, Televideo
Syst.: N/A

Micro (65% of titles)

Fab.: IBM /compatibles
Syst.: DOS (75%)

Other: cash register (25% of titles)

Fab.: NCR, Casio
Syst.: PC-MOS (25%)

Price:

500-\$1,000	20%
1,000-5,000	40%
5,000-10,000	15%
10,000-20,000	25%

Origin of software

- All titles (19) provided from other suppliers
- Software Suppliers: 5
- Basic modules Suppliers: 2
- Distribution of suppliers: Que. (4), Ont. (1)
- Buying 60% packaged software, ready for sale and 40% developed, not packaged

Client Base

Specialized fields: retail/wholesale trade, points of sale (P.O.S.), distribution

Sell: directly to end-users, 6 sales representatives

Other selling techniques: telemarketing, correspondence (through catalogues)

Distribution of software sales: Que. (100%)

Profile

Founding: 1988

Range of annual sales: \$500,000 to 2 million, software distribution: 60%

Employees: 10, software distribution: 60%

Main activities: Publisher, Value Added/ Reseller (VAR), Computer Products Retailer

Other activities:

- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: retail trade)

Eligibility criteria:

- marketing plan
- documentation
- minimum number of copies already sold
- software updating services

Evaluation criteria:

• originality of application	Essential
• technical originality	Essential
• required sales effort	Essential
• size of targeted market	Important
• marketing plan of designer/supplier	Important

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- training
- installing systems
- sales support

Type of agreement:

Exclusive rights to Quebec
Partnership type agreement

Rockwood Software Corp. Ltd

Other office: Ottawa, Vancouver, Moncton

Headquarters:
212, Queen, Bureau 202
Frédéricton (N-B.) E3B 1A8

Contact:

Mr. Mike Stapenhurst, President
Tel.: (506) 458-5830 Fax: (506) 458-1209

Software Line

Titles: 4, English

Application Software: municipal accounting, records management, classroom scheduling

Systems Software: Enquiry

Hardware:

Micro (100% of titles)

Man.: N/A

Oper. syst.: Windows (50%), DOS (50%)

Price:

100-\$500	50%
1,000-5,000	50%

Origin of software

- 1 title provided from an other supplier
- Distribution of suppliers: N/A
- Buying mainly developed software, not packaged

Client Base

Specialized fields: education, social sciences, municipal sector, private sector (business)

Sell to: dealers and distributors-wholesalers, 5 points of sale in Canada; and sell directly to end-users, 3 sales representatives

Other selling techniques: correspondence (through catalogues), trade shows, personal contacts

Distribution of software sales

NF (10%), NS (10%), NB (20%), Ont. (20%), Alb. (10%), Man. (10%), BC (20%)

Profile

Founding: 1990

Range of annual sales: N/A,
software distribution: 100%

Employees: 6, software distribution: 100%

Main activity: Publisher

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titres, new basic modules, new applications developed by other firms using its own basic modules de base, new clients

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Exclusive rights to Canada
Partnership type agreement

Syspro Impact Software Inc.

Headquarters:
4190 Lougheed Highway, Suite 202
Burnaby (BC) V5C 3Y5

Other office: Cambridge

Software Line

Titles: 2, English

Application Software: accounting, distribution, manufacturing

Hardware:

Mini (15% of titles)

Man.: IBM, RS Good oper. syst.: Aix

Work Stations (80% of titles)

Man.: Most 386, 486 and Risc Processors

Oper. syst.: Novell, Networks, Unix/Xenix

Micro (5% of titles)

Man.: IBM PC/compatibles

Oper. syst.: DOS (5%), Unix (95%)

Price:

1,000-\$5,000	5%
5,000-10,000	15%
10,000-20,000	60%
20,000 and over	20%

Origin of software

- 2 titles providing from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 2
- Distribution of suppliers: U.S.A. (1), Other country (1)
- Buying 95% developed software, not packaged and 5% not fully developed

Client base

Specialized fields: accounting for distribution and manufacturing companies

Sell to: VAR, 8 points of sale in Canada; and sell directly to end-users by sales representatives

Distribution of software sales:

NS (2%), Ont. (30%), Man. (25%), Alb. (8%), BC (30%), U.S.A. (10%)

Contact:

Mr. T. Daniel, President

Tel.: (604) 298-3922 Fax: (604) 298-3430

Profile

Founding: 1986

Range of annual sales: \$2 to 10 million, software distribution: 90%

Employees: 31, software distribution: 50%

Main activities: Publisher, Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Exclusive rights to Canada and to other countries

Payment of royalties

Partnership type agreement

Manufacturer

Accounting by Graphics

Headquarters:
1324 11 Ave S.W., Suite 304
Calgary (Alb.) T3C 0M6

Software Line

Titles: 2, English

Application Software: accounting (inventory)

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. Syst.: DOS (100%)

Price:

100-\$500

100%

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: for all types of clientèle

Sell to: independent sales representatives, 100 points of sale in Canada; computer products retailers, 100 points of sale; and sell directly to end-users, 100 sales representatives in Canada

Other selling technique: personal contact, referrals

Distribution of software sales:

Ont. (10%), Sask. (10%), Alb. (50%), BC (30%)

Profile

Contact:

Mr. Harvey A. Kraft, C.A., Vice President Operations

Tel.: (403) 229-3161 Fax: (403) 244-9270

Founding: 1985

Range of annual sales: \$500,000 to 2 million,
software distribution: 100% (from its own products)

Employees: 6, software distribution: 30%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications (ex.: accounting and financial)

Eligibility criteria:

- marketing plan

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Service offered to designer/supplier:

- advertising/promotion

Type of agreement:

N/A

Advanced System Integrations (ASI) Corp.

Software Line

Titles: 5, English

Application Software: management and financial analyses, material management

Systems Software: programming tools, database management systems

Hardware:

Mainframes (2% of titles)

Man.: Gupta technologies Inc. oper.syst.: N/A

Mini (10% of titles)

Man.: Gupta Technologies Inc. oper.syst.: N/A

Work Stations (20% of titles)

Man.: Gupta Technologies Inc. oper.syst.: N/A

Micro (68% of titles)

Man.: Gupta Technologies Inc., ASI

Oper. syst.: Windows (50%), DOS (50%)

Price:

1,000-\$5,000 30%

20,000 and over 70%

Origin of software

- Software Suppliers: 4
- Basic modules Suppliers: 2
- Distribution of suppliers: U.S.A (2)
- Buying 90% packaged software, ready for sale and 10% developed, not packaged

Client Base

Specialized fields: for all types of clientele, government and institutional material managers

Sell: directly to end-users by sales representatives

Other selling technique:
referrals

Distribution of software sales:
Que. (30%), Ont. (70%)

Headquarters:
6, Antares Drive, Suite 102
Nepean (Ont.) K2E 8A9

Contact:

Mr. D. Stashick, President

Tel.: (613) 723-7374 Fax: (613) 723-8549

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million,
software distribution: 30%

Employees: 23, software distribution: 13%

Main activity: Manufacturer (Designer-Publisher)

Other activity:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules (ex.: equipment) similar or different from products of its catalogue type, new clients (private sector)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services
- demonstration of corporate viability

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Partnership type agreement

Andersen Consulting

Headquarters:
185, The West Mall, Bureau 500
Etobicoke (Ont.) M9C 5L5

Other offices: Halifax, Montreal, Toronto, Ottawa, Calgary, Edmonton, Vancouver, Victoria

Software Line

Titles: 25, 2 French, 23 English (and other languages such as Spanish, Germany, Portuguese, etc.)

Application Software: general management, accounting, distribution, management and financial analyses, manufacturing, sales and marketing, numeric image processing

Systemes software: programming tools

Hardware:

Mainframes (28% of titles)

Man.: IBM, Bull

Oper. syst.: MVS, GCOS

Mini (31% of titles)

Man.: IBM, DEC, HP

Oper. syst.: OS 400, VMS, Unix

Work Stations (10% of titles)

Man.: HP, Sun, DEC

oper. syst.: Unix

Micro (31% of titles)

Man.: IBM

Oper. syst.: Windows (10%), DOS (80%), OS/2 (50%)

Price:

5,000-\$10,000 25%

20,000 and over 75%

Origin of software

- Software Suppliers: 5
- Basic modules Suppliers: 5
- Distribution of suppliers: U.S.A. (8), Other coun. (2)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: manufacturing and transformation, aerospace, business, governments, mines and primary metals, insurances, banking and finance, health services

Sell: directly to end-users, 15 office service centers and sales representatives, 2 points of sale in Canada

Other selling technique: referrals

Répartition des ventes: N/A

Contact:

Mr. Donald Roberge, Associated, General Director
600, boul. de Maisonneuve Ouest, 28e étage
Montréal (Qué.) H3A 3J2
Tel.: (514) 848-1648 Fax: (514) 848-9028

Profile

Founding: 1913

Range of annual sales: \$10 million and over,
% software distribution: N/A

Employees: 700, % software distribution : N/A

Main activities: Manufacturer (Designer-Publisher), Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Help Desk (systems management)
- Systems Integration
- Strategic advise
- Change management

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using its own basic modules

Eligibility criteria:

- complementary function to its products and services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Important |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Payment of royalties
Partnership type agreement

Ardilog Inc.

Headquarters:
1000, boul. St-Jean, Bureau 406
Pointe-Claire (Qué.) H9R 5P1

Contact:

Mr. Alain Paquin, Director, Sales and Marketing
Tel.: (514) 694-9500 Fax: (514) 694-3784

Software Line

Titles: 9, 3 French, 4 English, 1 Spanish, 1 Germany

Application Software: information processing management

Hardware:

Micro (100% of titles)

Man.: Ardilog, Vertisoft systems

Oper. syst.: DOS (100%)

Price:

less than \$100	5%
100-500	25%
500-1,000	50%
1,000-5,000	20%

Origin of software

- 1 title provided from an other supplier located in Quebec
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: legal sector, legal services, translation, municipalities

Sell to: wholesalers-distributors, 2 points of sale in other countries; VAR, 7 points of sale in Canada and sales representatives

Other selling technique: telemarketing

Distribution of software sales:

Que. (80%), Ont. (10%), U.S.A. (10%)

Profile

Founding: 1989

Range of annual sales: \$100,000 à 500,000,
software distribution: 80%

Employees: 5, % software distribution: N/A

Main activities: Manufacturer (Designer-Publisher), Distributor-Wholesaler

Other activities

- Designing of Application/Systems Software
- Software Consulting
- Help Desk (Optical character recognition, OCR)
- Database electronic publishing (magnetic medium and CD-ROM)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type (related to information management)

Eligibility criteria:

No criteria

Evaluation criteria

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

No criteria

ASM INFORMATIQUE INC.

Headquarters:
379, de la Montagne
Maniwaki (Qué.) J9E 1K3

Other office: Mont-Laurier

Software Line

Titles: 6, French

Application Software: general management, accounting, distribution

Systems Software: database management systems

Hardware:

Work Stations (10% of titles)

Man.: IBM, Wyse, Datatrain
Oper. syst.: Xenix, DOS

Micro (90% of titles)

Man.: Wyse, Datatrain
Oper. syst.: DOS (20%), Unix (80%)

Price:

1,000-\$5,000	80%
5,000-10,000	10%
10,000-20,000	10%

Origin of Software

- All titles (6) provided from an other software and basic modules supplier, located in Quebec
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: retail trade

Sell: directly to end-users, 2 office service centers

Other selling technique: sales representatives

Distribution of software sales:

Que. (98%), Ont. (2%)

Contact:

Mr. André Houle, President

Tel.: (819) 449-4159 Fax: (819) 449-3547

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000,
software distribution: 40%

Employees: 2, software distribution: 100%

Main activities: Manufacturer (Designer-Publisher),
Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications developed by other firms using its own basic modules

Eligibility criteria:

- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- publishing
- technical assistance
- training
- installing systems

Type of agreement:

No exclusive rights

Partnership type of agreement

ASW Computer Systems Ltd

Headquarters:
75, Lakeshore Road east
Port Credit (Ont.) L5G 1C9

Software Line

Titles: 1, English

Application Software: engineering

Hardware:

Mainframes (10% of titles)

Man.: IBM

Oper. syst.: VAX, VMS, Unix

Mini (20% of titles)

Man.: DEC

Oper. syst.: N/A

Work Stations (20% of titles)

Man.: DEC, Apollo

Oper. syst.: N/A

Micro (50% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (50%), Unix (20%)

Price:

10,000-\$20,000 90%

20,000 and over 10%

Origin of software

- Titles providing from other suppliers: 3
- Software Suppliers: 3
- Basic modules Suppliers: 3
- Distribution of suppliers: Ont. (2), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: power distribution utilities

Sell to: independent sales representatives located in U.S.A.; and sell directly to end-users by independent sales representatives

Distribution of software sales:

NF (10%), Ont. (60%), BC (10%), U.S.A. (20%)

Contact:

Mr. Kevin Oerton, Applications Engineer

Tel.: (416) 274-7774 Fax: (416) 274-5194

Profile

Founding: 1979

Range of annual sales: \$500,000 to 2 million,
software distribution: 5%

Employees: 15, software distribution: 15%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Manufacturing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Important |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • size of targeted market | Useful |
| • technical originality | Useful |

Service offered to designer/supplier:

- technical assistance
- training
- installing systems

Type agreement:

Non-exclusive rights to Canada
Payment of royalties

AT&T Canada Inc.

Headquarters:
3650, Victoria Park Ave, Suite 800
Willowdale (Ont.) M2H 3P7

Other offices: Montreal, Quebec, Sherbrooke, Ottawa, Toronto, Winnipeg, Calgary, Vancouver

Software Line

Titles: 503, English

Application Software: general management, accounting, distribution, management and financial analyses, property management, engineering, games manufacturing, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Mini (60% of titles)
Man.: AT&T, 3B oper. syst.: N/A

Micro (10% of titles)
Man.: AT&T, WGS
Oper. syst.: OS/2 (10%), Unix (90%)

Other (30% of titles)
Man.: AT&T, StarServer
Oper. syst.: N/A

Price:

100-\$500	5%
500-1,000	30%
1,000-5,000	30%
5,000-10,000	35%

Origin of software

- More than 300 titles provided from other suppliers
- Software suppliers: More than 100
- Distribution of suppliers: All in U.S.A.
- Buying 80% developed software, not packaged and 20% not fully developed

Client Base

Specialized fields: for all type de clientèle

Sell to: VAR, at least 3 points of sale in Canada; computer products retailers; and sell directly to end-users, 4 office service centers

Other selling technique: sales representatives

Distribution of software sales: NF, NS, PEI, N-B (10%), Que. (30%), Ont. (40%), Man., Sas., Alb., BC. (20%)

Contacts:

Mr. Roger Lesieur,
Director of Marketing, Network & Conn.
1255, Rte Transcanadienne, Bureau 200
Dorval (Qc) H9P 2V4
Tel.: (514) 335-7200 Fax: (514) 335-7224
Mr. Franklin Wong,
Director of Marketing & Developement
Tel.: (416) 499-9400 Fax: (416) 756-5114

Profile

Founding: 1984

Range of annaul sales: \$10 million and over, software distribution: 5% in Canada

Employees: 400, software distribution: N/A

Main activities: Manufacturer (Designer-Publisher), Communication firm

Other activities:

- Hardware Manufacturing
- Communication products Manufacturing and Retailing

Software In demand

The firm is considering the distribution of products which answer the following criteria:

Types of products: new software titles, new basic modules and new applications developed by other firms using its own basic modules

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Useful |

Services offered to designers/suppliers:

- technical assistance
- training

Type of agreement:
N/A

Becterm Inc.

Headquarters:
5336, boul. Rive-Sud
Lévis (Qué.) G6V 4Z2

Contact:

Mrs Myra MacLean, Administration Assistante
Tel.: (418) 835-1551 Fax: (418) 837-4068

Software Line

Titles: 7, 5 French, 2 English (and many application/systems software)

Application Software: general management, accounting

Systems Software: database management systems

Hardware:

Mini (% of titles: N/A)

Man.: N/A oper. syst.: Emos, Unix

Work Stations (% of titles: N/A)

Man.: N/A oper. syst.: N/A

Micro (% of titles: N/A)

Man.: N/A oper. syst.: DOS

Other (processing systems in parallel machine)

Oper. syst.: Unix-Like

Price:

N/A

Origin of software

- Software/Basic modules suppliers: N/A
- Distribution of suppliers: N/A
- Buy mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: distributors-wholesalers, VAR, computer products retailers and chains or large non-specialized stores; and sell directly to end-users by sales representatives

Distribution of software sales: Que. (82%), U.S.A. (3%), France (15%)

Profile

Founding: 1976

Range of annual sales: N/A,
software distribution: 15%

Employees: 25, software distribution: 35%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing Application/Systems Software
- Software Consulting
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, new clients

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Useful |

Services offered to designers/suppliers

- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Reseller type agreement

Brass Tacks Software Inc.

Headquarters:
58 Raleigh Cr.
Unionville (Ont.) L3R 4W5

Software Line

Title: 1, English

Application Software: general management, sales and marketing

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. Syst.: Windows (10%), DOS (90%)

Price:

100-\$500 90%

1,000-5,000 10%

Origin of software

- The title provided from an other supplier located in Ontario
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientele
Our software also can be used by any group selling or marketing products or services.

Sell to: distributors-wholesalers, about 6,000 points of sale in Canada; and sell directly to end-users by sales representatives

Other selling technique: Demo disks

Distribution of software sales:

Que. (4%), Ont. (95%), BC. (1%)

Contact:

Mr. David Ward, President

Tel.: (416) 475-9665 Fax: (416) 764-6106

Profile

Founding: 1991

Range of annual sales: N/A, software distribution: 90%

Employees: 2, software distribution: 100%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications, new clients, new types of title formats (packaged or not))

Eligibility criteria:

- marketing plan
- Viable products

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • quality of interface | Essential |
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Important |

Service offered to designer/supplier:

- publishing

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties
Partnership type agreement

Business Software Ltd

Headquarters:
35, Clyde Ave, P.O. Box. 220
Mount Pearl (NF) A1N 2C2

Contact:

Mr. Carl Pitcher, President

Tel.: (709) 364-5559 Fax: (709) 364-4717

Software Line

Titles: 50, English

Application Software: general management, accounting, distribution, management and financial analyses, sales and marketing

Systems Software: communication, programming tools, database management systems

Hardware:

Mini (15% of titles)

Man.: IBM oper. syst.: N/A

Micro (35% of titles)

Man.: IBM oper. syst.: N/A

Other (50%): N/A

Price:

100-\$500 30%

500-1,000\$ 20%

1,000-5,000 50%

Origin of software

- 43 titles provided from other suppliers
- Software Suppliers: 8
- Basic modules Suppliers: 3
- Distribution of suppliers:
Que. (3), Ont. (2), West can. (2), U.S.A. (4)
- Buying 90% packaged software, ready for sale and 10% not fully developed

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users by direct sales

Distribution of software sales:

NF (80%), NS (10%), NB (10%)

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million, software distribution: 80%

Employees: 4, software distribution: 75%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • required sales effort | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Partnership type agreement

CANVEON Systems Inc.

Headquarters:
16, Greenfield Ave
Willowdale (Ont.) M2N 3C8

Software Line

Titles: 8, 1 French, 7 English,

Application Software: sales and marketing, productivity and training, electronic mail, others

Systems Software: communications, database management systems

Hardware:

Mini (85% of titles)

Man.: Data Access Corp.

Oper. Syst.: Unix, VAX VMS, AIX

Work Stations (85% of titles)

Man.: Data Access Corp.

Oper. Syst.: Unix 386, Unix V, OS/2, SCO Xenix

Micro (100% of titles)

Man.: Data Access Corp., Scandinavian Systems, Better Software

Oper. Syst.: DOS (100%), OS/2 (85%), Unix (85%)

Price:

less than \$100	10%
100-500	23%
500-1,000	35%
1,000-5,000	28%
5,000-10,000	3%
10,000-20,000	1%

Origin of software

- 7 titles provided from other suppliers
- Software Suppliers: 3
- Basic modules Suppliers: 2
- Distribution of suppliers: Ont. (2), U.S.A. (3)
- Buying 20% packaged software, ready for sale and 80% developed, not packaged

Client Base

Specialized fields: for all types of clientèle, sales force automation

Sell to: VAR, 75 points of sale in Canada; independent sales representatives, 35 points of sale; computer products retailers, 100 points of sale; software retailers, 5 points of sale

Other selling technique: correspondence

Distribution of software sales: NF, NS, PEI, NB, U.S.A. (1% each), Que. (40%), Ont. (35%), Man. (2%), Sask. (3%), Alb. (6%), BC (9%)

Contact:

Mr. Jay Rein, General Manager

Tel.: (416) 226-2181 Fax: (416) 226-4341

Profile

Founding: 1981

Range of annual sales: \$500,000 to 2 million, software distribution: 90%

Employees: 7, software distribution: 100%

Main activities: Manufacturer (Designer/Publisher), Distributor-Wholesaler

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications

Eligibility criteria:

- marketing plan
- minimum number of copies already sold
- U.S. pricing

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |

Service offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training

Type of agreement:

Partnership type agreement

Capa Software Publishing Corp.

Headquarters:
211-3521, 8th Street East
Saskatoon (Sask.) S7H 0W5

Software Line

Titles: 9, 2 French, 7 English

Application Software: general management, accounting, management and financial analyses, property management

Systems Software: communications, operating systems

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. Syst.: DOS (100%)

Price:

less than \$100	8%
100-500	34%
500-1,000	48%
1,000-5,000	5%
5,000-10,000	5%

Origin of software

- Software Suppliers: 3
- Basic modules Suppliers: 2
- Distribution of suppliers:
West Can. (4), U.S.A. (2)
- Buying 50% developed software, not packaged and 50% not fully developed

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR, 4 points of sale in Canada; computer products retailers, 10 points of sale; chains or large non-specialized stores, 1500 points of sale; and sell directly to the end-users, by network of retail stores, 1500 points of sale and sales representatives, 3 points of sale in Canada

Other Selling Technique:

Over-the counter (in store) and trade shows

Distribution of software sales:

NF, NS, NB. (2% each), PEI, Que. (1% each), Ont. (7%), Man. (10%), Sask. (16%), Alb., BC (12% each), U.S.A. (33%), Latin America (2%)

Contact:

Mr. John Peters, Product Support Manager
Tel.: (306) 955-2272 Fax: (306) 477-1970

Profile

Founding: 1989

Range of annual sales: \$100,000 to 500,000
software distribution: 93%

Employees: 18, software distribution: 24%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Software Publishing
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and new applications (ex.: for P.M.S. and Telephone accounting)

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Essential |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties

Centre de recherche appli- quée pour l'ordi- nateur (CRAPO)

Headquarters:
2901, Louvain Est
Montréal (Qué.) H1Z 1J7

Contact:
Mr. André Côté, General Director
Tel.: (514) 383-1726 Fax: (514) 383-8164

Software Line

Titles: 70, French

Systems Software: educational

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

less than \$100 95%

100-500 5%

Origin of software

- 52 titles provided from other suppliers
- Software Suppliers: 13
- Distribution of suppliers:
Que. (9), Ont. (2), West canadien (1), Other
countries (1)
- Buying 65% packaged software, ready for sale;
30% developed software, not package and 5%
fully developed

Client Base

Specialized fields: education, teaching

Sell to: manufacturers, 1 point of sale in Canada;
computer products retailers, 4 points of sale; software
retailers, 1 point of sale and 1 book store; and sell
directly to end-users (Canada french schools), by sales
representatives

Distribution of software sales:

NB (1%), Que. (86%), Ont. (10%), Man. (3%)

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million,
software distribution: 65%

Employees: 7, software distribution: 55%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles similar to
those of its catalogue type, new operating systems (ex.:
Macintosh)

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- software and user's guide translation

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Computertime

Headquarters:
10,340, Côte de Liesse
Lachine (Qué.) H8T 1A3

Other office: Toronto

Software Line

Titles: 12, English

Application Software: accounting, human resources, payroll

Systems Software: programming tools, accessories, word processing

Hardware:

Mini (100% of titles)

Man.: Digital, Sun, NCR, IBM, Sequent, Encore, HP
Oper. syst.: VMS (DEC), Ultrix, Unix, Xenix, Aix, OS/2, Dynix, HP

Work Stations (100% of titles)

Man.: Digital, Sun, NCR, IBM
Oper. syst.: VMS (DEC), Ultrix, Unix, Xenix, Aix, OS/2, Dynix, HP

Micro (100% of titles)

Man.: PC 286/386, IBM/compatibles
Oper. syst.: DOS (100%), OS/2 (50%), Unix (100%), VMS (100%)

Price:

1,000-\$5,000	10%
5,000-10,000	15%
10,000-20,000	25%
20,000 and over	50%

Origin of software

- 9 titles provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 4
- Distribution of suppliers: U.S.A. (4), Other countries (2), Israel, Holland
- Buying 50% packaged software, ready for sale; 30% developed, not packaged and 20% not fully developed

Client Base

Specialized fields: major corporations (computer departments)

Sell to: VAR and other countries; and sell directly to end-users, 2 office service centers and sales representatives

Distribution of software sales: Que. (30%), Ont. (60%), U.S.A. (5%), Man. (2%), CB. (2%), Other (1%)

Contact:

Mr. Gilles Brault, Vice President Marketing
Tel.: (514) 633-9900 Fax: (514) 633-9886

Profile

Founding: 1978

Range of annual sales: \$10 million and over, software distribution: 50%

Employees: 62, software distribution: 20%

Main activity: Manufacturer (Designer-Publisher), Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Consultants Androïde Inc. (Les)

Headquarters:
1260, Notre-Dame, Bureau 101
Trois-Rivières (Qué.) G9R 4W9

Contact:

Mr. Marc Trudelle, President
Tel.: (819) 379-2866 Fax: (819) 379-0343

Software Line

Titles: 10, French

Application Software: general management, accounting, distribution, management and financial analyses, manufacturing, sales and marketing

Hardware:

Mini (5% of titles)

Man.: Wyse, IBM, Intel oper. syst.: N/A

Work Stations (5% of titles)

Man.: Goldstar oper. syst.: N/A

Micro (70% of titles)

Man.: Wyse, IBM, Intel, Goldstar
Oper. syst.: DOS (35%), Unix (35%)

Other (20% of titles)

Man.: Novell oper. syst.: N/A

Price:

500-\$1,000	10%
1,000-5,000	30%
5,000-10,000	50%
10,000-20,000	10%

Origin of software

- 9 titles provided from other suppliers
- Software suppliers: 10
- Basic modules suppliers: 5
- Distribution of suppliers: Que. (10), Ont. (5)
- Buying 70% packaged software, ready for sale and 30% not fully developed

Client Base

Specialized fields: businesss, manufacturers, municipalities, surveyors, utilities, services

Sell: directly to end-users by sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1986

Range of annual sales: \$100,000 to 500,000,
software distribution: 30%

Employees: 7, software distribution: 50%

Main activities: Manufacturer (Designer-Publisher),
Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Computer Products Retailer

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications, new clients

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training (to discuss)
- installing systems

Type of agreement:

Local exclusive rights

Cosmopole Communications

Headquarters:
1801, Ave McGill College, Bureau 1980
Montréal (Qué.) H3A 2N4

Contact:

Mr. Bernard Pelletier, President
Tel.: (514) 282-9469 Fax: (514) 843-7129

Software Line

Titles: 100, French

Application Software: manufacturing, sales and marketing, education, professional training

Systems Software: Computer assisted teaching (CAT)

Hardware:

Micro (100% of titles)

Man.: IBM PC/compatibles

Oper. syst.: DOS (100%)

Price:

100-\$500	38%
500-1,000	9%
1,000-5,000	51%
5,000-10,000	2%

Origin of software

- 97 titles provided from other suppliers
- Software suppliers: 2
- Basic modules suppliers: 1
- Distribution of suppliers: Other countries (2)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users, 2 office service centers and sales representatives

Other selling techniques: by correspondence (through catalogues), seminars

Distribution of software sales: N/A

Profile

Founding: 1978

Range of annual sales: \$100,000 to 500,00,
software distribution: N/A

Employees: 10, software distribution: 30%

Main activities: Manufacturer (Designer-Publisher),
Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training
- Translation services

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications developed by other firms by using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Useful |

Services offered to designers/suppliers:

- publishing
- advertising/promotion
- software and user's guide translation

Type of agreement:

Exclusive rights to Canada
Partnership type agreement

D.I.L. International Inc.

Headquarters:
2115, Bolvin
Ste-Foy (Qué.) G1V 1N6

Other office: Montreal

Software Line

Titles: 1 151, 891 French, 260 English

Application Software: general management, engineering, games, pedagogy

Systems Software: communication, programming tools

Hardware:

Micro (100% of titles)

Man.: N/A

Oper. syst.: DOS (100%)

Price:

less than \$100	6%
100-500	90%
500-1,000	2%
1,000-5,000	2%

Software Line

- 991 titles provided from other suppliers
- Software suppliers: 15
- Distribution of suppliers: Que. (6), Mar. (1)
Ont. (1), West Can. (1), U.S.A. (3),
Other countries (3)
- Buying 50% packaged software, ready for sale
and 50% developed software, not packaged

Client Base

Specialized fields: education (preschool to university), professional training, school adjustment, school boards

Sell to: distributors-wholesalers, 16 points of sale in Canada; computer products retailers, 126 C.E.S. IBM; and sell directly to end-users, 17 sales representatives from IBM and 2 office service centers

Other selling technique: telemarketing, by correspondence (through catalogues)

Distribution of software sales:

Que. (25%), Outside-Que. (25%)s

Other countries (50%)

Contact:

Mrs. Micheline L'Espérance-Labelle, Presidente

Tel.: (418) 687-9788 Fax: (418) 527-0642

Profile

Founding: 1984

Range of annual sales: N/A,
software distribution: 90%

Employees: 14, software distribution: 30%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training
- Hardware Maintenance

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • marketing plan of designer/supplerr | Essential |
| • originality of application | Important |
| • technical originality | Important |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance

Type of agreement:

Exclusive rights to Canada and to other countries

Payment of royalties

Partnership type agreement

DKW Systems Corporation

Headquarters:
736, 8th Ave S.W., Suite 1060
Calgary (Alb.) T2P 1H4

Other offices: Edmonton, Vancouver

Software Line

Titles: 4, French

Application Software: radio broadcasting, veterinary management, reservations and booking for travel agent, multi-platform

Hardware:

Mainframes (2% of titles)

Mini (2% of titles)

Work Stations (2% of titles)

Micro (100% of titles)

Man.: PIL

Oper. syst.: DOS, Unix, OS/2

Price:

5,000-\$10,000

20,000 and over 100%

Origin of Software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: for all types of clientèle, mainly in radio broadcasting, veterinary practice, travel agencies

Sell: directly to end-users, 3 sales representatives

Other selling technique: telemarketing, correspondence (through catalogues), trade shows

Distribution of software sales:

Alb. (60%), BC (15%), U.S.A (20%),

Other countries (5%) in Germany, Korea

Contact:

Mr. Sam B. Sherstobloff,
Vice President Business Development
9919-105 St., Suite 730
Edmonton (Alb.) T5K 1B1
Tel.: (403) 426-1551 Fax: (403) 428-0778

Profile

Founding: 1976

Range of annual sales: \$10 million and over,
software distribution: 10% (from its own products)

Employees: 120, software distribution: 5%

Main activity: Manufacturer (System Integrated)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software and Management Consulting
- Software Operation Training
- Systems Integration

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar or different from products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • full integration assistance | Important |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries
Joint rights, technology transfer, Payment of royalties,
Partnership type agreement, Amount guaranteed by the distributor along prepayment

Dominis Engineering Ltd

Headquarters:
5515, Canotek Rd, Unit 15
Gloucester (Ont.) K1J 9L1

Software Line

Titles: 4, English

Application Software: engineering

Hardware:

Mini (50% of titles)

Man.: DEC 4000, Model 200

Oper. syst.: N/A

Work Stations (25% of titles)

Man.: DEC 3100

Oper. syst.: N/A

Micro (25% of titles)

Man.: IBM/compatibles

Oper. syst.: N/A

Price:

\$20,000 and over 100%

Origin of software

- 2 titles provided from an other supplier located in Ontario
- Software Suppliers: 1
- Basic modules Suppliers: 1
- Buying 80% developed software, not packaged and 20% not fully developed

Client base

Specialized fields: ship research laboratories, hydraulic research laboratories, coastal engineering research laboratories

Sell: directly to end-users by correspondence (through catalogues)

Distribution of software sales:

Ont. (3%), BC (2%), Other countries (95%), Germany, France, Australia

Contact:

Mr. Slobodan Gospodnetic, Vice President, Eng.

Tel.: (613) 747-0193 Fax: (613) 746-3321

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000, software distribution: 30%

Employees: 9, software distribution: 20%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Service offered to designer/supplier:

- publishing
- advertising/promotion
- training
- installing systems

Type of agreement:

Payment of royalties

Editions FM

Headquarters:
1113, Ave Desnoyers
Laval (Qué.) H7C 1Y6

Contact:
Mr. Michel Pelletier, President
Tel.: (514)324-0712 Fax: (514) 664-1521

Software Line

Titles: 43, 40 French, 3 English

Application Software: educational applications, results management (register), data processing

Hardware:

Micro (100% of titles)
Man.: IBM, Apple
Oper. syst.: DOS (90%), OS/2 (5%), MAC (5%)

Price:

less than \$100	80%
100-500	15%
500-1,000	5%

Origin of software

- 23 titles provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers: 2 in Quebec
- Buying mainly developed software, not packaged

Client Base

Specialized fields: education (educational application) governments (geographic cards database)

Sell: directly to end-users, 1 office service center and sales representatives

Other selling techniques: telemarketing and correspondence (through catalogues)

Distribution of software sales:

NF. NS., PEI, NB. (2%), Que. (46%), Ont. (40%),
Man., Sask., Alb., BC (11%), U.S.A. (0.5%),
Other countries, France (0.3%), Belgium (0.2%)

Profile

Founding: 1969

Range of annual sales: \$500,000 to 2 million,
software distribution: 28%

Employees: 11, software distribution: 30%

Main activities: Manufacturer (Designer-Publisher),
Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Publishing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type (related to educational application)

Eligibility criteria:
None criteria

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • technical assistance | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Exclusive rights to Canada and payment of royalties

ELM Computer Systems Inc.

Headquarters:
500 Gordon Baker Road
Willowdale (Ont.) M2H 3B4

Contact:

Mr William Hogg, President
Tel.: (416) 495-1624 Fax: (416) 495-0044

Software Line

Title: 1, English (plus custom software applications)

Application Software: accounting, manufacturing, tax

Systems Software: operating systems

Hardware:

Mini (25% of titles)

Man.: N/A

Oper. syst.: HP3000 MPE (25%)

Work Stations (75% of titles)

Man.: N/A

Oper. syst.: N/A

Price:

N/A

Profile

Founding: 1978

Range of annual sales: \$500,000 to 2 million,
software distribution: 20% (from its own products)

Employees: 10, software distribution: 90%

Main activities: Manufacturer (Designer-Publisher),
Distributor-Wholesaler

Other activities:

- Designing of Application Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

N/A

Client Base

Specialized fields: professionals sector

Sell: directly to end-users by mail order and 2 sales representatives

Distribution of software sales: Ont. (90%), all other provinces excluding Quebec (10%)

Generation 5 Technology Ltd

Headquarters:
575, Park Street
Regina (Sask.) S4N 5B2

Other offices: Saskatoon, Edmonton

Software Line

Titles: 5, English

Application Software: management and financial analyses, property management, engineering, survey and mapping, geographic information systems (GIS), computer aided design and drafting (CADD)

Systems Software:
database management systems, GIS

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%), Unix

Price:

1,000-\$5,000 50%

5,000-10,000 50%

Origin of software

- Software suppliers: 25
- Basic modules suppliers: 5
- Distribution of suppliers:
Que (1), Ont. (10), West. Canada (5), U.S.A. (14)
- Buying 90% packaged software, ready for sale and 10% not fully developed

Client Base

Specialized fields: for all types of clientèle, design & drafting fields, geographic information field

Sell to: manufacturers, distributors-wholesalers, VAR, independent sales representatives, computer product retailers; and sell directly to end-users by office service centers and sales representatives

Other selling technique: joint marketing agreements

Distribution of software sales:

NS (2%), NB (2%), Que. (2%), Ont. (5%), Man. (2%), Sask. (10%), Alb. (10%), BC (5%), U.S.A. (50%), Other countries (12%)

A french company has prepared translation for specific software and is marketing it in France.

Contact:

Mr. Len Exner, Manager, Corporate Relations

Tel.: (306) 721-2362 Fax: (306) 721-2474

Mr. Pierre Lemire, Manager, Software Development

Tel.: (306) 721-2362 Fax: (306) 721-2474

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million,
software distribution: 50%

Employees: 21, software distribution: 5%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Retailing
- Manufacturer's Agent
- GIS Consulting and application development

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications developed by other firms using its own basic modules, new clients

Eligibility criteria:

- marketing plan
- documentation

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • technical originality | Essential |
| • originality of application | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training

Type of agreement:

Net 30 days

Commission type agreement

Hyper Technologies Inc.

Headquarters:
120, Glacier St., Suite 3
Coquitlam (BC) V3K 5Z6

Software Line

Title: 1, English

Application Software: general management, control and security, virus protection

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

100-\$500	10%
1,000-5,000	78%
5,000-10,000	30%
10,000-20,000	2%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client base

Specialized fields: business/corporate (medium-large), education (high school, college, university), libraries, government

Sell: directly to end-users by sales representatives, 1 point of sale in Canada

Other selling technique: telemarketing

Distribution of software sales:

Man. (3%), Sask. (2%), Alb. (5%), BC (20%), U.S.A. (70%)

Contact:

Mr. Denis Kirk, Vice President

Tel.: (604) 464-8680 Fax: (604) 464-8339

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000, software distribution: 90% (for its own products)

Employees: 6, software distribution: 30%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new-applications developed by other firms using its own basic modules

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

• originality of application	Important
• required sales effort	Important
• size of targeted market	Useful
• technical originality	Useful

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

N/A

Imatex Communications Inc.

Headquarters:
2055, Peel, Bureau 125
Montréal (Qué.) H3A 1V4

Contact:

Mr. Alain Janelle, President
Tel.: (514) 843-9116 Fax: (514) 843-9392

Software Line

Titles: 12, 6 French--English, 6 English

Application Software: videotex computer graphics software, videotex servers

Systems Software: operating systems

Hardware:

Mini (10% of titles)

Man.: Digital
Oper. syst.: VAX/VMS

Micro (90% of titles)

Man.: PC/compatibles
Oper. syst.: DOS (60%), Unix (40%)

Price

500-\$1,000	10%
1,000-5,000	30%
5,000-10,000	40%
10,000-20,000	20%

Origin of software

- 6 titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: 3
- Distribution of suppliers:
Que. (1), Ont. (2), U.S.A. (1)
- Buy mainly packaged software, ready for sale

Client base

Specialized fields: telecommunication, téléomatic services suppliers

Sell to: distributors-wholesalers, 1 point of sale in Canada; VAR, 4 points of sale; and sell directly to end-users by sales representatives

Other selling technique: telemarketing

Distribution of software sales:

Que. (40%), Ont. (20%), U.S.A. (35%),
Other countries (5%)

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000,
software distribution: 85%

Employees: 7, software distribution: 100%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules similar and/or complementary to products of its catalogue type, new applications developed by other firms using its own basic modules

Eligibility criteria:

- marketing plan
- complementary to its software titles

Evaluation criteria:

- required sales effort Essential

Services offered to designer/supplier:

- technical assistance
- training

Type of agreement:

No exclusive rights
30 to 40% discount (resale of our products)

Infomicro

Headquarters:
69, Garden Rd
Aylmer, (Qué.) J9H 2B5

Other office: Montreal

Contact:

Mr. André Delaurier, President
Tel.: (819) 685-1399 Fax: (819) 685-1028

Software Line

Titles: 7, 6 French, 1 English

Application Software: accounting, distribution, management and financial analyses, veterinary management

Systems Software: communications, operating systems

Hardware:

Micro (100% of titles)

Man.: Wyse, Acer, Primax

Oper. syst.: DOS (60%), Xenix/Unix (40%)

Prix:

100-\$500 20%

1,000-5,000 80%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers:
Que. (1), Ont. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: veterinary, management of professional cares

Sell to: retailers, 2 points of sale in Canada; and sell directly to end-users, 2 office service centers

Other selling technique:

by correspondence (through catalogues), annual congress

Distribution of software sales: Que. (100%)

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000, software distribution: 65%

Employees: 3, software distribution: 90%

Main activity: Manufacturer (Designer-Publisher)

Other activity:

- Designing of Application/Systems Software

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to the products of its catalogue type

Eligibility criteria:

- documentation

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Informatique MultiHexa Inc.

Headquarters:
2327, boul. du Versant-Nord, Bureau 220
Ste-Foy (Qué.) G1N 4C2

Other offices: Montreal, Chicoutimi

Contact:

Mrs. Marie Lapointe

Educational Software Coordinator

Tel.: (418) 681-0082 Fax: (418) 681-9207

Software Line

Titles: 19, French

Application Software: education

Hardware:

Micro (100% of titles)

Man.: N/A oper. syst.: DOS (100%)

Price:

100-\$500 100%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 2
- Distribution of suppliers:
Belgium (1), France (1)
- Buying mainly packaged software, not packaged

Client base

Specialized fields: education (high school level)

Sell to: sales representatives, 1 point of sale in Canada; and sell directly to end-users, 1 office service center

Other selling technique: correspondence (through catalogues)

Distribution of software sales:

NB (1%), Que. (97%), Ont. (1%), Other countries (1%)
Belgium

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 5%

Employees: 50, software distribution: 2%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Software Operation Training
(automation, high school, ex.: AEC, CEC)
- Software Development
- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|--|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • required sales effort | Useful |
| • marketing plan of
designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

Partnership type agreement

Intergraph Canada Limitée

Headquarters:
3115, 12th Street N.E.
Calgary (Alb.) T2E 7J2, Tel: (403) 250-6100

Other offices: Halifax, Fredericton, Quebec, Montreal, Ottawa, Toronto, Winnipeg, Saskatoon, Edmonton, Victoria, Burnaby

Software Line

Titles: More than 920, 10 French, 900 English, 10 others

Application Software: general management, property management, manufacturing management, engineering, manufacturing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Mini (70% of titles)

Man.: Vax oper. syst.: VMS

Work Stations (90% of titles)

Man.: Interpro, Sun oper. syst.: Unix

Micro (10% of titles)

Man.: McIntosh, PC/compatibles

Oper. syst.: DOS (70%), OS/2 (10%), Mac (20%)

Price:

1,000-\$5,000	10%
5,000-10,000	60%
10,000-20,000	30%

Origin of software

- More than 600 titles provided from other suppliers
- Software suppliers: 100, 10 out of 100 are in Canada
- Distribution of suppliers: Que. (2), Mar. (2), Ont. (3), West Can. (3), other countries (90)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: geomatics, engineering, manufacturing

Sell to: distributors-wholesalers, 27 points of sale in Canada, and sell directly to end-users, 7 sale representatives

Distribution of software sales: Que. (15%), Ont. (45%), Alb. (30%), B-C. (10%)

Contact:

Mr. Guy Dion, Regional Director
14, Place du Commerce, Bureau 300
Ile-des-Soeurs (Qc) H3E 1T5
Tel.: (514) 766-1292 Fax: (514) 766-3507

Profile

Founding: 1969

Range of annual sales: \$10 million and over, software distribution: 25%

Employees: 300 in Canada (8,000 on the world), software distribution: 25%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles and new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties
Partnership type agreement

Intermatiq Inc.

Headquarters:
670, Boulevard, Bureau 180
Québec (Qué.) G2J 1A3

Other office: Chicoutimi

Software Line

Titles: 17, 11 French, 6 English

Application Software: general management, accounting, distribution, management and financial analyses, sales and marketing

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles, Datatrain, AMA, Averex
Oper. syst.: DOS (50%), Unix (50%)

Price:

100-\$500	40%
1,000-5,000	60%

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 4
- Distribution of suppliers:
Que.(1), Ont. (1), U.S.A. (4)
- Buying mainly not fully developed software

Client Base

Specialized fields: points of sale (P.O.S),
retailers/wholesalers

Sell to: VAR, 20 points of sale in Canada; and sell
directly to end-users, 3 office service centers and 3
sales representatives

Distribution of software sales: Que. (100%)

Contact:

Mr. Claude Cardinal, Co-owner
229, Longchamps
Chicoutimi (Qué.) G7H 2W7
Tel.: (418) 545-6317 Fax: (418) 622-3641

Profile

Founding: 1990

Range of annual sales: \$500,000 to 2 million,
software distribution: 40%

Employees: 8, software distribution: 50%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles, new basic
modules, new applications (ex.: engineering, surveying,
archeology, geodesy)

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|--|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of
designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Amount guaranteed by distributor along prepayment,
only in Quebec (payment on delivery)

IRISCO

Headquarters:
4820, boul. Henri-Bourassa
Charlesbourg (Qué.) G1H 3A7

Other office: Montreal

Software Line

Titles: 300, French-English

Application Software: engineering

Systems Software: communications, accessories

Hardware:

Micro (100% of titles)

Man.: HP, AT&T, Nec

Oper. syst.: Windows (20%), DOS (100%),
Unix (5%)

Price:

less than \$100	40%
100-500	10%
500-1,000	5%
1,000-5,000	35%
5,000-10,000	10%

Origin of software

- 282 titles provided from other suppliers
- Software Suppliers: 5
- Basic modules Suppliers: 10
- Distribution of suppliers:
Que. (3), Ont. (5), U.S.A. (7)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: firms using mainframes computer

Sell to: chains or large non-specialized stores, 36
points of sale in Canada; and sell directly to end-users,
2 stores and sales representatives

Other selling technique: telemarketing,
correspondence (through catalogues)

Distribution of software sales:
mainly in Ontario (80%)

Contact:

Mrs. Caroline Grenier, Director of Marketing
Tel.: (418) 623-3834 Fax: (418) 623-8265

Profile

Founding: 1976

Range of annual sales: \$2 to 10 million,
software distribution: 21%

Employees: 25, software distribution: 80%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles, new basic
modules, new applications developed by other firms
using its own basic modules, new clients, new
hardware

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|--|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of
designer/supplier | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada

ISD Marketing Inc.

Headquarters:
2651, John St., Unit 3
Markham (Ont.) L3R 1W8

Software Line

Titles: 11, 1 French, 5 English, 5 in other languages such as spanish, german, italian, russian, greek

Application Software: DTP

Hardware:

Micro (100% of titles)

Man.: Atari/Amiga

Oper. syst.: DOS (20%), OS/2 (5%)

Price:

100-\$500 100%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 1
- Basic modules Suppliers: 10 and over
- Distribution of suppliers: Ont. (10), U.S.A. (3), Other countries (3)
- Buying mainly not fully developed software

Client Base

Specialized fields: for all types of clientele working in computer aided design (CAD) and desktop publishing

Sell to: distributors-wholesalers, 2 points of sale in Canada; VAR, 3 points of sale; independent sales representatives, 50 points of sale; computer products retailers, 50 points of sale; software retailers, 100 points of sale

Other selling technique: over the counter (in store)

Distribution of software sales:

Canada (30%), U.S.A. (65%), Australia (5%)

Contact:

Mr. Nathan Potechin, President

Tel.: (416) 479-1880 Fax: (416) 479-1882

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000, software distribution: 100%

Employees: 10, software distribution: 30%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules similar or different from products of its catalogue type, new applications developed by other firms using its own basic modules (ex.: imaging), new hardware (ex.: Next, Mac, Unix), new operating systems (ex.: Unix, Mac,...)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Essential |
| • size of targeted market | Important |
| • originality of application | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- publishing
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries

Payment of royalties

Partnership type agreement

À jour Inc.

Headquarters:
370, boul. Gréber, Bureau 250
Gatineau (Qué.) J8T 5R6

Software Line

Titles: 7, French

Application Software: general management, accounting, management and financial analyses

Systems Software: communication, programming tools, operating systems, database management systems

Hardware:

Mainframes (10% of titles)

Man.: Digital

Oper. syst.: VMS, Ultrix, Open Desk Top

Mini (40% of titles)

Man.: Pyramid oper. syst.: Unix

Work Stations (10% of titles)

Man.: 386 compatibles

Oper. syst.: SCO (Xenix, Unix)

Micro (40% of titles)

Man.: PC/compatibles

Oper. syst.: DOS (50%), Unix (50%)

Price:

100-\$500	10%
500-1,000	10%
10,000-20,000	40%
20,000 and over	40%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers: All in Quebec
- Buying 50% developed software, not packaged and 50% not fully developed

Client base

Specialized fields: municipalities, hospitals, major corporations

Sell: directly to end-users by sales representatives

Distribution of software sales:

Que. (75%), Ont. (25%)

Contact:

Mr. Serge Jolivet, Director, Research and Development
Tel.: (819) 243-0204 Fax: (819) 243-5769

Profile

Founding: 1987

Range of annual sales: \$100,000 to 500,000,
software distribution: 20%

Employees: 6, software distribution: 33%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules similar to products of its catalogue type, new applications (ex.: financial sector), new clients (ex.: manufacturing and transformation)

Eligibility criteria:

- marketing plan
- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Logidisque Inc.

Headquarters:
C.P. 10, Succ. D
Montréal (Qué.) H3K 3B9

Software Line

Titles: 75, 10 French-English, 65 French

Application Software: general management, accounting, games, education

Hardware:

Micro (100% of titles)

Man.: Apple, IBM, Ogiver, Toshiba, Commodore

Oper. syst.: DOS (60%), Mac (1%),

Apple/C-64 (39%)

Price:

less than \$100 60%

100-500 35%

500-1,000 5%

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 25
- Basic modules Suppliers: 10
- Distribution of suppliers:
Que. (15), Other countries (10)
- Buying 85% packaged software, ready for sale;
10% developed, not packaged and 5% not
fully developed

Client Base

Specialized fields: banking and finance, business, legal services, education, governments, health services

Sell to: distributors-wholesalers, VAR, sale independent sales representatives, computer products retailers, software retailers, chains or large non-specialized stores, more than 2 000 points of sale in Canada; and sell directly to end-users by sales representatives

Distribution of software sales:

Que (70%), Ont. (20%), Other countries (10%)

Contacts:

Mr. Louis-Philippe Hébert, President, General Director

Mr. Roger Des Roches, Director of Publishing

Mr. Claude Raymond, Director of Marketing

Tel.: (514) 933-2225 Fax: (514) 933-2182

Profile

Founding: 1982

Range of annual sales: \$500,000 to 2 million,
software distribution: 75%

Employees: 16, software distribution: 10%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Informatics Manuals Distribution

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic module, new clients, new types of title formats, new hardware, new operating system

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance

Type of agreement:

Exclusive rights to Canada and other countries

Payment of royalties

Consignment type agreement

Mage Ltée

Headquarters:
1650, Place de Liège
Laval (Qué.) H7G 4X7

Contact:

Mr. Richard Sirols, President
Tel.: (514) 629-6158 Fax: (514) 629-1874

Software Line

Titles: 4, 2 French-English, 1 French, 1 English

Application Software: general management, records management

Systems Software: database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

less than \$100 25%

500-1,000 75%

Origin of software

- 2 titles provided from other suppliers
- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers:
Que. (1), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR, 10 points of sale in Canada; and sell directly to end-users by sales representatives

Other selling techniques: telemarketing, correspondence (through catalogues)

Distribution of software sales: Que. (100%)

Profile

Founding: 1983

Range of annual sales: \$500,000 to 2 million, software distribution: 60%

Employees: 14, software distribution: 70%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • marketing plan of designer/supplier | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • size of targeted market | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- technical assistance
- training
- installing systems

Type of agreement:

Partnership type agreement

Mainframe Associates Ltd

Headquarters:
5277, Cost Cake Road
Nanaimo (BC) V9T 5E6

Contact:
Mr. Shaun Sweeney, President
Tel.: (604) 758-7322 Fax: (604) 758-0121

Software Line

Titles: 2, English

Application Software: points of sale (P.O.S)

Systems Software: operating systems

Hardware:

Micro (100% of titles)

Man.: Au Intel Based

Oper. syst.: N/A

Price:

1,000-\$5,000 60%

5,000-10,000 40%

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million,
software distribution: 100%

Employees: 6, software distribution: 20%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training
- Help Desk
- Hardware Retailing

Origin of software

- All titles (2) provided from other suppliers
- Software Suppliers: 2
- Basic modules Software: 2
- Distribution of suppliers: N/A
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: retail industry

Sell to: distributors-wholesalers, 2 points of sale in Canada; and sell directly to end-users, 1 office service centers and sales representatives

Other selling technique: telemarketing

Distribution of software sales: BC (100%)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- originality of application Important

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

No exclusive rights
Payment of royalties

Martin Ford InterSystems Ltd

Headquarters:
P.O. Box 595
Don Mills (Ont.) M3C 2T6

Software Line

Titles: 3, English

Application Software: accounting, sales tracking, services tracking management

Hardware:

Mini (25% of titles)

Man.: Digital Equipment Corp.
Oper. syst.: VMS

Micro (75% of titles)

Man.: IBM/PC, Mac
Oper. syst.: Windows, OS/2.2

Price:

500-1,000	90%
1,000-\$5,000	10%

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: for horizontal market

Sell: directly to end-users, 2 sales representatives

Other selling technique : direct mail

Distribution of software sales:

Ont. (90%), U.S.A. (2%), other provinces (8%)

Contact:

Mr. Martin Ford, President

Tel.: (416) 446-1069

Profile

Founding: 1979

Range of annual sales: \$500,000 to 2 million,
software distribution: 50% (from its own products)

Employees: 7,
software distribution: 45% (from its own products)

Main activity: Manufacturer (Designer-Publisher)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles complementary to those of its catalogue type, new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |

Services offered to designers/suppliers:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training

Type of agreement:

N/A

Microlynx Systems Ltd

Headquarters:
6815-8 St. N.E., Suite 172
Calgary (Alb.) T2E 7H7

Contact:
Mr. Ken Mouratidis, President
Tel.: (403) 275-7346 Fax: (403) 295-0732

Software Line

Title: 1, English

Systems Software: communications

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: Unix (100%)

Price:
1,000-\$5,000 100%

Origin of software

- 1 title provided from an other supplier, located in Ontario and U.S.A.
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: N/A

Sell to: manufacturers, 1 point of sale in Canada;
VAR, 1 point of sale; and sell directly to end-users by
sales representatives

Other selling technique: telemarketing

Distribution of software sales :
Alb. (100%)

Profile

Founding: 1984

Range of annual sales: N/A,
software distribution: 10%

Employees: 2, software distribution: 50%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • marketing plan of designer/supplier | Essential |
| • size of targeted market | Important |
| • required sales effort | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights within Alberta
Amount guaranteed by the distributor along with
prepayment

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MicroQué Inc.

Headquarters:
C.P. 40, Succursale R
Montréal (Qué.) H2S 3K6

Software Line

Titles: 7, French-English

Application Software: linguistic and educational tools

Systems Software: database management systems, linguistic tools

Hardware:

Work Stations (5% of titles)

Man.: N/A oper. syst.: N/A

Micro (95% of titles)

Man.: N/A oper. syst.: DOS (100%)

Price:

less than 100\$ 85%

100-500 15%

Origin of software

- 4 titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: 25
- Distribution of suppliers:
Que. (4), Ont. (4), West Canada (1), U.S.A. (20)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: distributors-wholesalers, 1 point of sale in Canada; computer products retailers, 50 points of sale; and sell directly to end-users by sales representatives

Other selling technique: correspondence (through catalogues), symposium, exhibition

Distribution of software sales: NF (1%), NS (5%), PEI (5%), NB (5%), Que. (20%), Ont. (42%), Man. (5%), Sask. (5%), Alb. (5%), BC (5%), U.S.A. (1%), Other countries (1%) Philippines, Japan

Contact:

Mr. Roch Tiberghien, Operations Manager
Tel.: (514) 279-1597 Fax: (514) 276-4641

Profile

Founding: 1982

Range of annual sales: \$100,000 to 500,000,
software distribution: 100%

Employees: 4, software distribution: 50%

Main activities: Manufacturer (Designer-Publisher),
Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Translation Services

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules similar to products of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services (50% of cases)

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Important |
| • size of targeted market | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- installing systems (occasionally)

Type of agreement:

No exclusive rights
International sales

MKS Compu-Group Inc.

Headquarters:
1730, Cunard
Laval (Qué.) H7S 2B2

Contact:
Mr. Michel Latrelle, Vice President
Tel.: (514) 332-4110 Fax: (514) 334-6043

Software Line

Titles: 50, 10 French, 40 English

Application Software: accounting, distribution, engineering, manufacturing, sales and marketing

Hardware:

Work Stations (10% of titles)
Man.: Sun oper. syst.: N/D

Micro (90% of titles)
Man.: ALR, IBM
Oper. syst.: DOS (85%), Unix (15%)

Price:	
500-\$1,000	5%
1,000-5,000	80%
5,000-10,000	10%
10,000-20,000	5%

Origin of software

- 40 titles provided from other suppliers
- Software Suppliers: 8
- Distribution of suppliers: All in U.S.A.
- Buying mainly developed software, not packaged

Client Base

Specialized fields: business, municipalities, professional services, construction, manufacturing sector

Sell to: distributors-wholesalers, 1 point of sale in Canada; and sell directly to end-users by direct sale

Distribution of software sales:
Que. (45%), Ont. (5%), U.S.A. (50%)

Profile

Founding: 1986

Range of annual sales: \$2 to 10 million,
software distribution: 50%

Employees: 33, software distribution: 50%

Main activities: Manufacturer (Designer/Publisher), Distributor-Wholesaler, Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: geomatics)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • size of targeted market | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:
No exclusive rights

QANTEL Canada Inc.

Headquarters:
161, Alden Rd
Markham (Ont.) L3R 3W7

Other offices: Moncton, Montreal, Chicoutimi, Winnipeg, Calgary

Software Line

Titles: 15, English

Application Software: modular and integrated MRPII Manufacturing systems, shop floor data collection systems, distribution/wholesale and general accounting systems

Systems Software: communications, database management systems, accessories

Hardware:

Mini (90% of titles)
Man.: QANTEL, Digital oper. syst.: N/A

Micro (10% of titles)
Man.: PC/compatibles oper. syst.: N/A

Other (90% of titles) in Best/AOS, QANTEL
(10% of titles) in SCO/Unix

Price: N/A

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 10
- Distribution of suppliers:
Que. (2), Mar. Prov. (1), Ont. (4), West. Can (4)
- Buying mainly developed software, not packaged and not fully developed software

Client base

Specialized fields: manufacturing, distribution, hotels, retail industry

Sell to: VAR, 10 points of sale in Canada; and sell directly to end-users by sales representatives, 6 points of sale

Other selling technique: telemarketing

Distribution of software sales:

Que. (30%), Ont. (50%), Alb. (10%), BC (10%)

Contact:

Mr Phillip Ber, Sales Manager

Mr. Nigel Ferguson, Product Management and Marketing

Tel.: (416) 475-3450 Fax: (416) 475-3894

Profile

Founding: 1969

Range of annual sales: \$2 to 10 million,
software distribution: 40%

Employees: 50, software distribution: 50%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- vertical expertise of some softwares

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • required sales effort | Important |
| • originality of application | Useful |
| • technical originality | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Non exclusivity/royalty
Payment of royalties

S.M.D. Informatique Inc.

Headquarters:
193, Lindsay
Drummondville (Que.) J2C 1M8

Software Line

Titles: 14, 10 French, 4 English

Application Software: accounting, distribution, ticket and reservation system

Systems Software: programming tools, operating systems

Hardware:

Mini (5% of titles)

Man.: Motorola oper. syst.: Unix

Micro (95% of titles)

Man.: Everex, IBM

Oper. syst.: DOS (10%), Unix (40%),
Thoroughbred (50%)

Price:

1,000-\$5,000 50%

5,000-10,000 50%

Origin of software

- 4 titles provided from other suppliers
- Basic modules suppliers: 4
- Distribution of suppliers: 4 in U.S.A.
- Buy mainly packaged software, ready for sale

Client Base

Specialized fields: municipalities (tickets and reservation system), retail trade, manufacturing, printing

Sell to: VAR, 3 points of sale in Canada;
and sell directly to end-users, 2 office service centers

Other selling technique : telemarketing

Distribution of software sales: Que. (100%)

Contact:

Mr. Alain Chevette, President

Tel.: (819) 477-0001 Fax: (819) 477-6446

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million,
software distribution: 20%

Employees: 10, software distribution: 5%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and new applications (ex.: manufacturing sector, municipalities)

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Important |
| • technical originality | Important |
| • size of targeted market | Useful |

Services offered to designers/suppliers:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Payment of royalties

Sable Maritime Limited

Headquarters:
311 B, Legget Drive East
Kanata (Ont.) K2K 1Z8

Software Line

Titles: 4, English

Application Software: engineering

Hardware:

Micro (100% of titles)
Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:

500-\$1,000	25%
1,000-5,000	75%

Origin of software

- All titles provided from an other supplier
- Buying mainly not fully developed software

Client base

Specialized fields: naval architecture, marine engineering, mechanical engineering

Sell: directly to end-users by direct mail, advertising in trade magazines

Other selling technique: correspondence (through catalogues)

Distribution of software sales:
Ont. and BC (5% each), U.S.A. (70%),
World wide (20%)

Contact:

Mr. John N. Edkins, Software Manager
Mr. François Lamanque, Software Systems
Tel.: (613) 592-2830 Fax: (613) 592-4950

Profile

Founding: 1973

Range of annual sales: \$2 to 10 million,
software distribution: 2%

Employees: 35, software distribution: 10%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Engineering/Consulting/Research and Development

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and new applications similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • required sales effort | Important |
| • size of targeted market | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Non exclusive rights world wide
Payment of royalties

Saleslink Systems Inc.

Headquarters:
4630, Dufferin St., Suite 311
Toronto (Ont.) M3H 5S4

Software Line

Titles: 10, English

Application Software: general management, accounting, management and financial analyses, sales and marketing, specific retail industry

Systems Software: communications, programming tools, database management systems

Hardware:

Mini (100% of titles)

Man.: HP oper. syst.: Unix

Micro (100% of titles)

Man.: HP oper. syst.: Unix (100%)

Price:

1,000-\$5,000	10%
5,000-10,000	10%
10,000-20,000	50%
20,000 and over	30%

Origin of software

- 4 titles provided from other suppliers
- Software Supplier: 3
- Basic modules Supplier: 2
- Distribution of suppliers: Ont. (1), U.S.A. (2)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: retail speciality chains

Sell to: VAR, 1 point of sale; and sell directly to end-users by office service center, 1 point of sale

Other selling technique: direct sales force (sale representatives)

Distribution of software sales :

Que. (3%), Ont. (10%), U.S.A. (87%)

Contact:

Mr. John Farquharson, President

Tel.: (416) 667-9920 Fax: (416) 667-1630

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million, software distribution: 30%

Employees: 6, software distribution: 50%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • marketing plan of designer/supplier | Important |
| • required sales effort | Important |
| • originality of application | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

VAR type agreement

Sels-Pro and Consultants Ltd

Headquarters:
1011, First Street S.W., Suite 408
Calgary (Alb.) T2R 0T8

Software Line

Title: 1, English

Application Software: seismic interpretation

Hardware:

Micro (100% of titles)

Man.: IBM PC/compatible

Oper. syst.: DOS (100%)

Price:

5,000-\$10,000 100%

Origin of software

- Software/Basic modules Suppliers: N/A
- Distribution of suppliers: West. Can. (2), U.S.A. (3)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: oil and gas industry

Sell: directly to end-users by office, 1 point of sale in Canada

Other selling technique: personal contact

Distribution of software sales:

Sask.(10%), Alb. (90%)

Contact:

Mr. Paul Dennis, President

Tel.: (403) 233-2152 Fax: (403) 262-8679

Profile

Founding: 1979

Range of annual sales: \$2 to 10 million,
software distribution: 10%

Employees: 50, software distribution: 10%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Seismic Data Processing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, new clients (ex.: oil industry)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------|-----------|
| • size of targeted market | Essential |
| • technical originality | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- advertising/promotion
- installing systems

Type of agreement:

Exclusive rights

Services Informatiques Paris

Headquarters:
5160, boul. Décarie, Bureau 630
Montréal (Qué.) H3X 2H9

Contact:
Mr. Roch Paris, President
Tel.: (514) 485-8585 Fax: (514) 485-3663

Software Line

Titles: 100, 60 French, 40 English

Application Software: general management, accounting, distribution, management and financial analyses, property management, sales and marketing, book stores, nursing agencies

Systems Software: communication, programming tools, operating systems, database management systems, accessories, Gateway SNA

Hardware:

Micro (100% of titles)

Man.: N/A

Oper. syst.: Windows (8%), DOS (90%), OS/2 (2%)

Price:

less than \$100	2%
100-500	4%
500-1,000	4%
1,000-5,000	85%
5,000-10,000	5%

Origin of software

- 70 titles provided from other suppliers
- Software suppliers: about 100
- Basic modules Suppliers: 3
- Distribution of suppliers:
Que. (2), Ont. (2), U.S.A. (99)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: retail trade/wholesaler, Imp/Exp, automobiles, book stores, nursing agencies

Sell to: VAR, 4 points of sale in Canada; and sell directly to end-users, 3 sale representatives and one office service center

Distribution of software sales:

Que. (93%), Ont. (2%), B-C. (1%), Export (4%) located in Japon and Madagascar

Profile

Founding: 1983

Range of anual sales: \$500,000 to 2 million,
software distribution: 30%

Employees: 11, software distribution: 40%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Retailing
- Manufacturer's Agent

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new applications and new hardware

Eligibility criteria:

- technical assistance
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

Services Techniques Informatiques STI Inc.

Other office: Quebec

Software Line

Titles: 23, 3 French, 20 English

Application Software: general management, management and financial analyses, engineering, manufacturing, image processing, optical laser disc archiving

Systemes Software: programming tools, database management systems

Hardware:

Mini (80% of titles)

Man.: HP Mips, IBM oper. syst.: MPE/XL, Unix

Work Stations (5% of titles)

FMan.: HP oper. syst.: Unix

Micro (15% of titles)

Man.: HP

oper. syst.: DOS (15%), Unix (85%)

Price:

100-\$100 15%
20,000 and over 85%

Origin of software

- 13 titles provided from other suppliers
- Software Suppliers: 13
- Basic modules Suppliers: 2
- Distribution of suppliers:
Que. (1), U.S.A. (11), Other countries (1) Suède
- Buying 10% software developed, not packages, 90% not fully developed

Client Base

Specialized fields: manufacturing, health, hospital, major corporations (image processing)

Sell to: VAR, 4 points of sale in Canada; independent sales representatives, 2 points of sale; and sell directly to end-users, 20 sales representatives

Other selling technique: direct sales

Distribution of software sales: Que. (80%), Ont. (10%), Alb. (5%), Other countries (5%) Africa

Headquarters:

7275, Sherbrooke Est, Bureau 400
Montréal (Qué.) H1N 1E9

Contact:

Mr. Christian Bélanger, Vice President

Tel.: (514) 354-6890 Fax: (514) 354-6713

Profile

Founding: 1976

Range of annual sales: \$10 million and over, software distribution: 20%

Employees: 59, software distribution: 45%

Main activities: Manufacturer (Designer-Publisher), Value Added Reseller (VAR), Computer Products Retailer

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new basic modules similar to products of the catalogue

Eligibility criteria:

- technical assistance
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's translation
- training
- installing systems
- consulting, integration and development

Type of agreement:

Exclusive rights to Canada
Payment of royalties
Partnership type agreement

SRC Software Research Corporation

Headquarters:
1294, Gladstone Ave
Victoria (BC) V8T 1G6

Contact:
Mrs. Annette Walker, Research Director
Tel.: (604) 386-3744 Fax: (604) 386-5442

Software Line

Titles: 5, English

Application Software: education

Hardware:

Micro (100% of titles)

Man.: IBM PC/compatibles, Apple

Oper. syst.: DOS (80%), Mac (20%)

Price:

500-\$1,000 100%

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client base

Specialized fields: career counselling, special education

Sell: directly to end-users by direct mail

Distribution of software sales:

NF (2%), NS, PEI, NB (1% each), Que. (5%), Ont., Man., Sask. (20% each), Alb. (10%), BC (10%), U.S.A. (5%), Other countries (5%)

Profile

Founding: 1982

Range of annual sales: \$100,000 to 500,000, software distribution: 95% (of its own products)

Employees: 6, software distribution: 80%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Software Publishing
- Print Publications Distribution

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, similar to those of its catalogue type

Eligibility criteria:

- documentation
- minimum number of copies already sold
- SRC's Submission Plan

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • size of targeted market | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

N/A

Fortune 1000 Systems Ltd

Headquarters:
7710, Boul. Hamel Ouest
Ste-Foy (Qué.) G2G 2J5

Software Line

Titles: 24, 18 French, 6 English

Application Software: accounting

Systems Software: programming tools, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles (3.1 and more), MS-DOS
Oper. syst.: DOS (98%), Mac (2%)

Price:

100-500\$ 100%

Origin of software

- Basic modules Suppliers: 4
- Distribution of suppliers: 4 in U.S.A.
- Buying mainly packaged software, ready of sale

Client Base

Specialized fields: for all types of clientèle
(horizontal markets)

Sell to: VAR, 50 points of sale in Canada; computer
products retailers, 300 points of sale

Other selling techniques: sales representatives,
seminars with VAR

Distribution of software sales:

Que. (80%), Ont. (20%)

Contact:

Mrs. Catherine Langlois,
Program Manager, Autorised developer
Tel.: (800) 463-2607 Fax: (418) 651-2800
Direct line from Montreal: (514) 874-1255

Profile

Founding: 1984

Range of annual sales: \$2 to 10 million,
software distribution: 70%

Employees 54, software distribution: 10%

Main activity: Manufacturer (Designer-Publisher)

Other activity:

- Software Operation Training

Software In demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new basic modules, new
applications developed by other firms using its own
basic modules (ex.: manufacturing, specialized points
of sale, P.O.S.)

Eligibility criteria:

- technical assistance
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • size of targeted market | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- publishing
- advertising/promotion

Type of agreement:

N/A

Systèmes Géostat International Inc.

Headquarters:
4385, St-Hubert, Bureau 1
Montréal (Qué.) H2J 2X1

Contact:
Mr. Robert De L'Etoile, Project Manager
Tel.: (514) 521-7544 Fax: (514) 525-8484

Software Line

Titles: 47, English

Application Software: engineering

Hardware:

Mini (80% of titles)

Man.: VAX-DEC oper. syst.: VMS

Work Stations (5% of titles)

Man.: SUN oper. syst.: SUN, OS

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

500-\$1,000 15%

1,000-5,000 85%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any products suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: mines and primary metals, governments

Sell: directly to end-users, 5 sales representatives

Other selling technique:
by correspondence (through catalogues)

Distribution of software sales:

Que. (50%), Ont. (20%), BC. (5%), Export (20%)

Australia, Europe, Asia

Profile

Founding: 1981

Range of annual sales: \$100,000 to 500,000,
software distribution: 60% (from its own products)

Employees: 8, software distribution: 50%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Consulting (mainly in engineering)
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules complementary to its softwares

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

Tandem Computers

Headquarters:
3100, Steeles Ave East, 11th Floor
Markham (Ont.) L3R 8T3

Other offices: Halifax, Quebec, Montreal, Toronto, Scarborough, Winnipeg, Edmonton, Calgary, Vancouver

Contact:

Mr. Dick Bird, Director Product Marketing
Tel.: (416) 513-2908 Fax: (416) 475-9771

Software Line

Titles: 100, English

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Mainframes (80% of titles)

Man.: Tandem oper. syst.: Guardian 90

Mini (10% of titles)

Man.: Tandem oper. syst.: Guardian, Nonstop-UX

Micro (10% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (3%), DOS (10%), Unix (1%)

Price:

100-\$500	5%
500-1,000	5%
1,000-5,000	5%
5,000-10,000	5%
10,000-20,000	5%
20,000 and over	75%

Origin of software

At the moment, the firm distributes only its own products (software and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client base

Specialized fields: banking, commercial sector, government

Sell: directly to end-users by sales representatives, 12 points of sale in Canada

Distribution of software sales: NS and Nb (2% each), Que. (20%), Ont. (50%), Man. (5%), Alb. (10%), BC (11%)

Profile

Founding: 1978

Range of annual sales: \$10 million and over, software distribution: 10% (from its own products)

Employees: 210, software distribution: 1%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules

Eligibility criteria:

- marketing plan
- technical assistance

Evaluation criteria:

• required sales effort	Essential
• size of targeted market	Important
• originality of application	Important
• marketing plan of designer/supplier	Important

Services offered to designer/supplier:

- technical assistance
- installing systems

Type of agreement:

Joint market
Software House
VAR type agreement
O.E.M type agreement

TrelliSyS Technologies

Headquarters:
1050, boul. St-Fogis, Bureau 201
Dorval (Qué.) H9P 2T5

Software Line

Titles: 2, French-English (and customized software development)

Application Software: general management, accounting, distribution, manufacturing, management, engineering

Systems Software: operating systems, database management systems

Hardware:

Mainframes (100% of titles)

Man.: IBM, DEC, HP, Bull, Data General, Edisa
Oper. syst.: Unix, Xenix, VMS, AIX, BTOS, CTOS

Mini (100% of titles)

Man.: IBM, DEC, HP, Bull, Data General, Edisa
Oper. syst.: Unix, Xenix, VMS, AIX, BTOS, CTOS

Work Stations (100% of titles)

Man.: IBM, DEC, HP, Bull, Everx

Micro (100% of titles)

Man.: PC/compatibles
Oper. syst.: DOS (100%), OS/2 (100%),
Unix (100%)

Price:

5,000-\$10,000	5%
10,000-20,000	5%
20,000 and over	90%

Origin of software

- All titles (2) provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 2
- Distribution of suppliers: All in U.S.A.
- Buying 50% packaged software, ready for sale and 50% developed, not packaged

Client Base

Specialized fields: manufacturing and transformation, business, professional services

Sell: directly to end-users, 1 office service center

Other selling technique: telemarketing, correspondence (through catalogues), demo

Distribution of software sales:

Que. (60%), Ont. (30%), U.S.A. (10%)

Contact:

Mrs. Annie Brodeur, Consultant, Manufacturing Sector

Tel.: (514) 421-7311 Fax: (514) 421-7313

Profile

Founding: 1986

Range of annual sales: \$500,000 to 2 million,
software distribution: 50%

Employees: 9, software distribution: 85%

Main activity: Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications (ex.: engineering, manufacturing)

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • technical originality | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems
- implantation

Type of agreement:

Payment of royalties

TSI Software Ltd

Headquarters:
P.O. Box 42206, 1881, Portage Ave
Winnipeg (Man.) R3C 4G2

Contact:

Mr. Clare Rand, Director of Technical Support
Tel.: (204) 947-5699 Fax: (204) 944-8357

Software Line

Titles: 165, 1 French, 164 English

Application Software: education and training

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

less than \$100	95%
100-500	3%
500-1,000	2%

Origin of software

- 93 titles provided from other suppliers
- Software Suppliers: 16
- Distribution of suppliers: West. Can. (4), U.S.A. (11)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle

Sell to: independent sales representatives, 9 points of sale in Canada; chains or large non-specialized stores, 2 points of sale; and sell directly to end-users by sales representatives, 9 points of sale and dealers, 6 points of sale

Other selling technique: correspondence (through catalogues)

Distribution of software sales:

NF (2%), NS, NB, Sask., Alb., BC (5% each),
Ont. (15%), Man. (20%), U.S.A. (35%)

Profile

Founding: 1984

Range of annual sales: \$100,000 to 500,000,
software distribution: 30%

Employees: 7, software distribution: 40%

Main activities: Manufacturer (Designer-Publisher),
Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Operation Training
- Publish and market a line of training guides (books)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- demo disks that work
- product who have educational content

Evaluation criteria:

- educational field
 - required sales effort
 - size of targeted market
 - originality of application
- Useful
Useful
Useful

Services offered to designer/supplier:

- publishing
- training

Type of agreement:

Amount guaranteed by the distributor along with prepayment

Wang Canada Limited

Headquarters:
66, Leek Crescent
Richmond Hill (Ont.) L4B 1J7

Other offices: Halifax, Montreal, Ottawa, Toronto, Winnipeg, Edmonton, Calgary, Vancouver, Victoria

Software Line

Titles: N/A

Application Software: general management, accounting, distribution, management and financial analyses, property management, manufacturing, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems

Hardware:

Mini (% of titles: N/A)
Man.: IBM, Wang oper. syst.: Aix VSOS

Micro (% of titles: N/A)
Man.: Wang
Oper. syst.: Windows, DOS, Unix

Price:
N/A

Origin of software

- Software Suppliers: N/A
- Basic modules Suppliers: N/A
- Distribution of suppliers:
U.S.A. and other countries
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: government, finance/insurance, professional services, manufacturing/distributing

Sell to: VAR; chains or large non-specialized stores; and sell directly to the end-users by sales representatives, 7 points of sale in Canada

Other selling technique: telemarketing

Distribution of software sales:
N/A

Contact:

Mr. Tony Gilchrist, Federal Systems Division Manager
1565, Carling Ave
Ottawa (ont.) K1Z 8R1
Tel.: (613) 729-9264 Fax: (613) 729-4364

Profile

Founding: 1951

Range of annual sales: N/A,
% software distribution: N/A

Employees: 425, % software distribution: N/A

Main activities: Manufacturer (Designer-Publisher), Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using its own basic modules

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Useful |
| • technical originality | Useful |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |

Services offered to designer/supplier:
N/A

Type of agreement:
Non exclusive rights
Wholesale Cost

Independent Representative



Blissymbolics Communication International

Headquarters:
250, Ferrand Drive, Suite 200
Don Mills (Ont.) M3C 3P2

Other offices: St-Johns, Quebec, Montreal, Toronto, Hamilton, London, Ottawa, Sault St-Marie, Winnipeg, Calgary, Vancouver, Victoria

Software Line

Titles: 9, English

Systems Software: special education/nonspeaking

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles, Apple

Oper. syst.: DOS (50%), Mac (50%)

Price:

less than \$100	50%
100-500	50%

Origin of software

- Software Suppliers: 4
- Distribution of suppliers: Ont. (2), U.S.A. (1), Other countries (1)
- Buying mainly developed software, not packaged

Client Base

Specialized fields: augmentative communication specialists (speech therapists, teachers, etc.)

Sell: directly to end-users by correspondence (through catalogues)

Distribution of software sales: Que. (20%), Ont. (60%), U.S.A. (10%), Other countries (10%) Sweden, England, Spain, Italy, France, Belgium, Germany, Holland, Iceland, Norway

Contact:

Mrs. Katherine Seybold, Administrator

Tel.: (416) 421-8377 **Fax:** (416) 696-1035

Profile

Founding: 1975

Range of annual sales: N/A,
software distribution: 50%

Employees: 5, software distribution: 10%

Main activity: Independent Representative

Other activities:

- Maintenance and development of language of Blissymbolics
- Training and Consultation

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new applications developed by other firms using its own basic modules

Eligibility criteria:

- documentation

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • marketing plan of designer/supplier | Useful |
| • technical originality | Useful |

Service offered to designer/supplier:

- advertising/promotion
- training

Type agreement:

Payment of royalties

Partnership type agreement

Datatrak Systems Inc.

Headquarters:
P.O. Box 13214
Kanata (Ont.) K2K 1X4

Software Line

Titles: 3, English

Application Software : general management, engineering, manufacturing, maintenance management

Systems Software: database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

5,000-\$10,000 50%

10,000-20,000 50%

Origin of software

- All titles provided from an other supplier, located in U.S.A.
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: maintenance management, tools management, records management

Sell to: independent sales representatives, 5 points of sale in Canada; and sell directly to end-users by office service center, 1 point of sale and sales representatives, 4 points of sale

Other selling technique: telemarketing

Distribution of software sales:

Ont. (80%), BC (20%)

Contact:

Mr. Ben Stevens, President

Tel.: (613) 831-2088 Fax: (613) 831-2089

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million, software distribution: 80%

Employees: 4, software distribution: 100%

Main activity: Independent Representative

Other activity:

- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, similar and/or different from those of its catalogue type, new applications (ex.: industrial products)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold
- satisfied customers
- co-operative approach to business

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • quality of supplier | Essential |
| • size of targeted market | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • quality of product | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Discounted Purchase

Digiware Inc.

Headquarters:
3, Graham Ave
St-Albert (Alb.) T8N 1T4

Software Line

Titles: 30, 2 French, 28 English

Application Software: office automation, accounting

Systems Software: communication, accessories,
system management

Hardware:

Mini (60% of titles)

Man.: Digital Equipment

Oper. syst: VAX/VMS

Micro (30% of titles)

Man.: IBM/compatibles

Oper. syst: Windows (3%), DOS, Unix (27%)

Price:

less than \$100

100-500

500-1,000 40%

1,000-5,000

5,000-10,000

10,000-20,000 60%

Origin of software

- Software suppliers: 8
- Distribution of software:
West. Canada (1), U.S.A. (8)
- Buying mainly packaged softwares, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users, 1 store

Other selling technique: telemarketing

Distribution of sales:

Ont. (2), Man. (10%), Sask. (10%), Alb. (60%),
BC (8%), other (10%)

Contact:

Mr. Terry Van Nes, President

10411-178 St., Suite 101

Edmonton (Alb.) T5S 1R5

Tel.: (403) 459-0902 Fax: (403) 486-2058

Profile

Founding: 1987

Range of annual sales: \$100,000 to 500,000,
software distribution: 90%

Employees: 2, software distribution: 50%

Main activity: Independent Representative, Distributor-
Wholesaler

Other activities:

- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles and new
applications (ex.: VAX/VMS, DOS, Unix)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- size of targeted market
- originality of application
- technical originality
- required sales effort
- marketing plan of
designer/supplier

Services offered to designer/supplier:

- advertising/promotion

Type of agreement:

N/A

Exocom Systems Corporation

Headquarters:
360, Albert St., Suite 410
Ottawa (Ont.) K1R 7X7

Other office: Toronto

Software Line

Titles: 4, English

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS /VSE, MVS

Price:

\$20,000 and over

100%

Origin of software

- All titles (4) provided from an other supplier located in U.S.A.

Client Base

Specialized fields: N/A

Sell : directly to end-users by telemarketing and sales representatives

Distribution of software sales:

Que. (10%), Ont. (70%), Alb. (15%), BC (5%)

Contact:

Mr. R.J. Mac Donell, President

Tel.: (613) 237-0257 Fax: (613) 237-0314

Profile

Founding: 1986

Range of annual sales: \$2 to 10 million,
software distribution: 25%

Employees: 61, software distribution: 10%

Main activity: Independent Representative

Other activities:

- Designing of Application/Systems Software
- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar and/or different from those of its catalogue type, new applications, new clients, new types of title formats (packaged or not), new hardware, new operating systems

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • required sales effort | Essential |
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Useful |

Services offered to designers/suppliers:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Canada

Split on sales: 50%

Servi-Comp Inc.

Headquarters:
2201, Souvenir
Montréal (Qué.) H3H 1S3

Contact:

Mrs. Georgette Blanchard, Présidente
Tel.: (514) 487-3062

Software Line

Titles 100, French-English

Application Software: general management, accounting, distribution, management and financial analyses, manufacturing, sales and marketing, publishing

Systems Software: communications, programming tools, database management systems, accessories, publishing

Hardware:

Work Stations (10% of titles)

Man.: Lazer

Oper. sys.: N/A

Micro (90% of titles)

Man.: Lazer

Oper. syst.: Windows (20%), DOS (100%)

Price:

N/A

Origin of software

- Software Suppliers: 50
- Basic modules Suppliers: 10
- Distribution of suppliers:
Que. (10), Ont. (40), U.S.A. (10)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: N/A

Sell to: manufacturers, distributors-wholesalers, VAR, sales representatives and computer products retailers

Distribution of software sales:

NB. (2%), Que. (90%), Ont. (8%)

Profile

Founding: 1982

Range of annual sales: N/A

Employees: 20, software distribution: 100%

Main activities: Independent Representative, Manufacturer (Designer-Publisher), Distributor-Wholesaler, Value Added Reseller (VAR),

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles different from those to its catalogue type, new applications, new clients

Eligibility criteria:

- documentation
- technical assistance
- complete demo

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Essential |
| • required sales effort | Essential |
| • size of targeted market | Important |

Services offered to designer/supplier:

- publishing
- technical assistance
- software and user's guide translation
- training
- installing systems
- adaptation

Type of agreement:

Exclusive rights to Canada and to Quebec
Payment of royalties

Value-Added Reseller

AIS Consulting Ltd

Headquarters:
450, 839-5th Ave S.W.
Calgary (Alb.) T2P 3C8

Other office: Edmonton

Software Line

Titles: 1 English

Application Software: general management, accounting, distribution, manufacturing

Hardware:

Mini (100% of titles)
Man.: IBM/Compatibles
Oper. Syst.: OS/400

Price:
\$20,000 and over 100%

Software Line

- 1 title provided from an other supplier located in Western Canada
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: N/A

Sell : directly to end-users by sales representatives, 2 points of sale in Canada

Distribution of software sales:
Mainly in Alberta

Contact:

Mr. Allan Brown, President
Tel.: (403) 234-0188 Fax: (403) 264-3067

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 40%

Employees: 18, software distribution: 25%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications (vertical markets)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- training
- installing systems

Type of agreement:

Exclusive rights by province
Commission type agreement

Algo Design Inc.

Headquarters:
3090, boul. Le Carrefour, Bureau 502
Laval (Qué.) H7T 2J7

Contact:

Mr. Louis Charbonneau, President, General Director
Tel.: (514) 681-2584 Fax: (514) 681-2589

Software Line

Titles: 3, 1 French, 2 English

Application Software: general management, accounting, distribution, manufacturing, sales and marketing

Systems Software: operating systems, database management systems

Hardware:

Mini (100% of titles)

Man.: Bull, Altos oper. syst.: Unix

Micro (100% of titles)

Man.: Mitsubishi oper. syst.: Unix (100%)

Price:

1,000-\$5,000 100%

Origin of software

- 2 titles provided from other suppliers
- Basic modules Suppliers: 2
- Distribution of suppliers: 2 in U.S.A.
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: application/systems software for reception and home-care centres, for local community service centres (LCSC), medical and radiology clinics, pharmacy, distribution market and manufacturing

Sell to: VAR, 6 points of sale in Canada; and sell directly to end-users, 3 sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 60%

Employees: 20, software distribution: 20%

Main activity: Value Added Reseller (VAR),
Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- minimum number of copies already sold

Evaluation criteria:

- size of targeted market Important
- originality of application Important

Services offered to designer/supplier:

- technical assistance

Type of agreement:

VAR type agreement

Amérique Micro Informatique

Headquarters:
1245, Pellerin
Brossard (Qué.) J4W 2L2

Other office: Montreal

Software Line

Titles: 12, 5 French, 7 English

Application Software: accounting

Systems Software: programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: Novell Corp., Direct Data, A.M.I.(Amér. Micro)

Oper. Syst.: DOS (MS or PC)

Price:

100-\$500	5%
500-1,000	10%
1,000-5,000	70%
5,000-10,000	10%
10,000-20,000	5%

Origin of software

- 10 titles provided from other suppliers
- Software suppliers: 4
- Distribution of suppliers:
Que. (1), U.S.A.(3)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: independent sales representatives, 1 point of sale in Canada; software retailers, 1 point of sale in Canada

Other selling technique: sale representatives

Distribution of software sales:

Que. (98%), Ont. (2%)

Contact:

Mr. Carmin Tétreault, President
4765, Ste-Catherine Est, Montréal (Qué.) H1V 1Z5
Tel.: (514) 251-0567 Fax: (514) 253-2139

Profile

Founding: 1988

Range of annual sales: \$500,000 to 2 million,
software distribution: 50%

Employees: 4, software distribution: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Maintenance
- Hardware Retailer
- Specialized on network (LAN)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles, new basic modules and new applications developed by other firms using its own basic modules in geomatic field, working on network (LAN) and/or on multimedia operating system

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • technical originality | Essential |
| • originality of application | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Regional exclusive rights
Partnership type agreement

Barry Mooney & Associates, Inc.

Headquarters:
281, Granville, P.O. Box 358
Bridgetown (NS) B0S 1C0

Other offices: Halifax, St-John

Software Line

Titles: 20, English

Application Software: general management, accounting, management and financial analyses, geographic information systems, engineering

Systems Software: communication and networking, programming tools, operating systems, customized database management systems

Hardware:

Micro (100% of titles)

Man.: Digital, AST, Laser

Oper. syst.: Windows (5%), DOS (35%), Unix (60%)

Price:

100-\$500	2.5%
500-1,000	7.5%
1,000-5,000	40%
5,000-10,000	50%

Origin of software

- 19 titles provided from other suppliers
- Software Suppliers: 10
- Basic modules Suppliers: 7
- Distribution of suppliers:
Ont. (3), West Can. (2), U.S.A. (5)
- Buying mainly packaged software, ready for sale (Customize existing software as well as resell off-the-shelf packaged software).

Client Base

Specialized fields: small to medium-sized businesses, municipalities, federal and provincial government departments, engineering, scientific research firms

Sell: directly to end-users, 3 office service centers

Other selling techniques: personal contact, sales representatives, promotion (seminars, trade shows, customer newsletters), personal contacts

Distribution of software sales: NF (2%), NS (35%), PEI (5%), NB (20%), Que. (10%), Ont. (20%), Man. (2%), Sask. (2%), Alb. (2%), CB (2%)

Contact:

Mrs. Susan Pelton, Marketing Coordinator
Tel.: (902) 665-4447 Fax: (902) 665-4838

Profile

Founding: 1986

Range of annual sales: \$500,000 to 2 million,
software distribution: 10%

Employees: 16, software distribution: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Customization of existing software
- Systems integration, involving both software and hardware
- Hardware sales and maintenance
- Partnerships: Advanced Product Centre for Santa Cruz Operation (SCO) and VAR for Digital Equipment of Canada

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: SCO-Unix-based applications, new software titles, new basic modules, new applications developed by other firms using its own basic modules (ex.: business, scientific sector)

Eligibility criteria:

- marketing plan
- documentation
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • technical originality | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • new market segments | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Exclusive rights to Atlantic Canada

Brant Computer Services Limited

Other offices: Halifax, Fredericton, Moncton, Ottawa, Winnipeg, Edmonton

Headquarters:
2605 Skymark Ave, Suite 400
Mississauga (Ont.) L4W 4L5

Contact:

Mr. David L. Rea, P. Eng.
Vice President Professional Services
Tel.: (416) 238-9790 Fax: (416) 238-1527

Software Line

Titles: 7, 2 French, 6 English, 1 in many languages

Application Software: accounting, distribution, management and financial analyses, property management, records management

Hardware:

Mini (90% of titles)
Man.: Hewlett Packard
Oper. Syst.: MPE XL

Micro (10% of titles)
Man.: IBM/compatibles
Oper. Syst.: DOS (100%), Unix (100%)

Price:

1,000-\$5,000	10%
5,000-10,000	20%
10,000-20,000	30%
≥20,000 and over	40%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 5
- Basic modules Suppliers: 2
- Distribution of suppliers:
Ont. (5), U.S.A (2), Other countries (1)
- Buying mainly developed software, not packaged

Client Base

Specialized fields: records management, special library, food distribution, mutual insurance, very large text databases

Sell: directly to end-users, 7 office service centers

Other selling technique: telemarketing, trade shows

Distribution of software sales:

Que. (5%), Ont. (40%), Alb. (5%), U.S.A. (30%), Other (20%)

Profile

Founding: 1969

Range of annual sales: \$2 to 10 million,
software distribution: 70%

Employees: 75, software distribution: 10%

Main activity: Value Added Reseller (VAR)

Other activity:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

No exclusive rights
Payment of royalties

C.O.S. Computer Solutions Inc.

Headquarters:
3370 South Service Road
Burlington (Ont.) L7N 3M5

Contact:

Mr Rick Guspodaryk, President

Tel.: (416) 681-1043 Fax: (416) 336-0376

Software Line

Titles: 8, English

Application Software: accounting, distribution, manufacturing

Systems Software: communication, operating systems, database management systems, accessories (screen management), CASE, 4GL

Hardware:

Mini (65% of titles)

Man.: Wang Digital, Hewlett Packard, LAM

Oper. syst.: VS/OS, HP-LIX/MPE-XL

Micro (% of titles: N/A)

Man.: N/A

Oper. syst.: DOS (25%), Unix (20%)

Price:

500-\$1,000 20%

1,000-5,000 40%

5,000-10,000 40%

Origin of software

- 6 titles provided from other suppliers
- Software suppliers: 4
- Basic modules Suppliers: 1
- Distribution of suppliers: Ont. (2), U.S.A. (2)
- Buying 30% packaged software, ready for sale; 40% developed, not packaged and 30% not fully developed

Client Base

Specialized fields: manufacturing distribution, government

Sell: directly to end-users, 1 office service center

Other selling technique: sales representatives

Distribution of software sales:

Ont. (80%), Alb. (10%), BC (10%)

Profile

Founding: 1984

Range of annual sales: N/A,
software distribution: % N/A

Employees: 8, software distribution: 20%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules and new applications

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- size of targeted market Essential
- technical originality Essential

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement

Payment of royalties

C.T.S. Corporate Telemarketing Inc.

Headquarters:
212-260 W. Esplanade
North Vancouver (BC) V7M 3G7

Software Line

Titles: 53, 3 French, 50 English

Application Software: general management, accounting, sales and marketing, voice processing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: PC/Compatibles, Mac

Oper. syst.: Windows (15%), DOS (80%), Mac (5%)

Price:

100-\$500	20%
500-1,000	70%
1,000-5,000	10%

Origin of software

- 50 titles provided from other suppliers
- Software suppliers: 47
- Basic modules suppliers: 5
- Distribution of suppliers:
Mainly in Ont., West. Canada and U.S.A.
- Buying 80% packaged software, ready for sale and 20% developed, not packaged

Client Base

Specialized fields: sales and marketing departments, public affairs departments (government)

Sell to: VAR, 5 points of sale in Canada; independent sales representatives, 3 points of sale; and sell directly to end-users by sales representatives, 3 points of sale in Canada

Other selling technique: telemarketing, direct mail

Distribution of software sales:
Mainly in BC and U.S.A.

Contact:

Mr. David Filwood, President

Tel.: (604) 987-6144 Fax: (604) 987-6217

Profile

Founding: 1986

Range annual sales: \$100,000 to 500,000,
software distribution: 35

Employees: 9, software distribution: 45%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Telemarketing Service Bureau

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules and new applications developed by other firms using its own basic modules

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services
- packaging

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada and to other countries
Payment of royalties

Calculus, Cie d'Informatique Ltée

Headquarters:
3200, Autoroute Laval Ouest (440)
Laval (Qué.) H7T 2H6

Contact:

Mr. Réal Mondor, Vice President, Sales and Marketing
Tel.: (514) 682-5050 Fax: (514) 682-8671

Software Line

Titles: 20, French-English

Application Software: general management, accounting, distribution, construction, insurance

Hardware:

Mini (60% of titles)

Man.: IBM

Oper. syst.: IBM, RS 6000, DOS, Aix

Micro (40% of titles)

Man.: IBM

Oper. syst.: DOS (10%), Unix (90%), Aix

Price:

1,000-\$5,000	30%
5,000-10,000	40%
10,000-20,000	20%
20,000 and over	10%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 5
- Basic modules Suppliers: 5
- Distribution of suppliers: Que. (2), U.S.A. (8)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: insurance/brokers, retail/wholesale trade, distribution, construction

Sell: directly to end-users, 10 sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1967

Range of annual sales: \$10 million and over, software distribution: 10%

Employees: 120, software distribution: 10%

Main activities: Value Added Reseller (VAR), IBM's Agent

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Integrating Systems

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: distribution, banking and finance, manufacturing sector, artificial intelligence)

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Essential |

Service offered to designer/supplier:

- software and user's guide translation

Type of agreement:

No exclusive rights

Normal payment delay: 30 days

CANSYS

Headquarters:
101, Duncan Mill Road, Suite 200
Don Mills (Ont.) M3B 1Z3

Other offices: Toronto, London, Winnipeg

Contact:

Mr. Geoff Aldridge, President

Tel.: (416) 449-7872 Fax: (416) 449-8251

Software Line

Titles: 20, English

Application Software: general management, accounting, distribution, manufacturing, sales and marketing, others

Systems Software: programming tools, database management systems

Hardware:

Mini (75% of titles)

Man.: Wang V5, Unix Oper. syst.: Unix

Micro (25% of titles)

Man.: IBM/Compatibles Oper. syst.: N/A

Price:

1 000-\$5,000	80%
5,000-10,000	10%
10,000-20,000	5%
20,000 and over	5%

Origin of software

- All titles provided from other suppliers
- Software suppliers: 5
- Distribution of suppliers:
Mainly in U.S.A.
- Buying mainly developed software, not packaged

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users by office service centers, 3 points of sale in Canada

Other selling technique: sales representatives

Distribution of software sales:

Ont. (95%), Man. (5%)

Profile

Founding: 1978

Range of annual sales: \$500,000 to 2 million, software distribution: 25%

Employees: 17, software distribution: 25%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules and new applications developed by other firms using its own basic modules (ex.: Imaging, Unix)

Eligibility criteria:

- documentation
- software updating services (demo)

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

CGS Micro-technologies

Headquarters:
4710, St-Ambrose, Bureau 102
Montreal (Qué.) H4C 2C7

Other office: Toronto

Contact:

Mr. Andrew Sakallan, Vice President
Tel.: (514) 939-2033 Fax: (514) 939-2032

Software Line

Titles: 25, French-English

Application Software: general management, accounting, management and financial analyses

Systems Software: communications, database management systems

Hardware:

Micro (100% of titles)

Man.: A/D Uell, Platinum, Dataese, Novell
Oper. syst.: Windows (25%), DOS (50%),
OS/2 (25%)

Price:

500-\$1,000	60%
1,000-5,000	20%
5,000-10,000	20%

Origin of software

- 47 titles provided from other suppliers
- Software Suppliers: 5
- Basic modules Suppliers: 3
- Distribution of suppliers:
Que (6), U.S.A. (2)
- Buying 90% packaged software, ready for sale and
10% developed, not packaged

Client base

Specialized fields: manufacturing sector and
distribution

Sell: directly to end-users, 6 sales representatives

Distribution of software sales:

Que. (90%), Ont. (9%), U.S.A. (1%)

Profile

Founding: 1985

Range of annual sales: \$2 to 10 million,
software distribution: 60%

Employees: 24, software distribution: 30%

Main activities: Value Added Reseller (VAR),
Designer

Other activities:

- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles, new basic
modules similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • required sales effort | Essential |
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical assistance | Useful |

Services offered to designer/supplier:

- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment: terms 30/60days

Communication Services Inc.

Headquarters:
4195, boul. Industriel
Sherbrooke (Qué.) J1H 5H1

Other offices: Montreal, Quebec, Trois-Rivières

Software Line

Titles: 1, French-English, sold with or without new applications

Application Software: general management, accounting, dispatching

Systems Software: communication

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (100%)

Price:

1,000-\$5,000 90%

(without new applications)

5,000-10,000 10%

(with new applications)

Origin of software

- The only title provided from an other supplier located in United States
- Buying 90% packaged software, ready for sale and 10% developed, not packaged

Client Base

Specialized fields: dispatching centers users, interactive information management

Sell: directly to end-users, 4 sale representatives in Quebec

Distribution of software sales:

Que. (25%), U.S.A. (75%)

Contact:

Mr. Réjean Pélín, Vice President

Tel.: (514) 333-7795 Fax: (514) 745-1856

2845, Halpern Nord, Ville St-Laurent, H4S 1P8

Profile

Founding: 1967

Range of annual sales: \$2 à 10 million, software distribution: 2% (new field)

Employees: 50, software distribution: 3%

Main activity: Value Added Reseller (VAR)

Other activity:

- Radio-communication distributor

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles similar to products of title catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical support
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Useful |

Service offered to designer/supplier:

- marketing-sale

Type of agreement:

Exclusive rights to Canada

Payment of royalties

Compatible Computers

Headquarters:
1137, Cole Harbour Road
Dartmouth (N-E.) B2V 1E8

Other office: Halifax

Software Line

Titles: 256, 6 French, 250 English

Application Software: general management, accounting, distribution, management and financial analyses, property management, engineering, games, manufacturing, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Work Stations (% of titles: N/A)
Man.: Panasonic/compatibles
Oper. syst.: Windows

Micro (% of titles: N/A)
Man.: Panasonic/compatibles
Oper. syst.: Windows (4%), DOS (95%), Unix (1%)

Price:

less than \$100	17%
100-500	60%
500-1,000	20%
1,000-5,000	3%

Origin of software

- All titles (256) provided from other suppliers
- Software Suppliers: 5
- Distribution of suppliers:
Que. (1), Ont. (1), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users, 1 store and 3 networks of retail stores

Other selling techniques: telemarketing, sales representatives

Distribution of software sales:
NS. (90%), PEI (5%), NB. (5%)

Contact:

M. Peter Bldgood, Operations Manager
Tel.: (902) 462-2656 Fax: (902) 462-5257

Profile

Founding: 1985

Range of annual sales: \$2 to 10 million,
software distribution: 30%

Employees: 27, software distribution: 30%

Main activities: Value Added Reseller (VAR),
Computer Products Retailer

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent
- ADP Networking & Support

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:
VAR type agreement

Computing Made Simple

Headquarters:
801, Sixth St. S.W., Suite 220
Calgary (Alb.) T2P 3V8

Contact:

Mr. Roger Waterhouse, Support Manager
Tel.: (403) 269-6619 Fax: (403) 262-4588

Software Line

Titles: N/A

Application Software: accounting, property management, word processing

Systems Software: database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (30%), DOS (70%)

Price:

less than \$100	10%
100-500	30%
500-1,000	60%

Profile

Founding: 1985

Range of annual sales: \$100,000 to 500,000,
software distribution: 10% (from its own products)

Employees: 8, software distribution: 38%

Main activity: Value Added Reseller (VAR)

Other activities:

- Software Publishing
- Software Consulting
- Software Operation Training
- Data Conversion
- Desktop Publishing
- Hardware Retailing

Origin of software

At the moment, the firm distributes only its own products (softwares/basic modules).

So it doesn't have any product suppliers but its open to any future prospect with potential suppliers (see "Software in demand" section).

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: suitable for oil and gas companies, legal services)

Eligibility criteria: N/A

Evaluation criteria:

• technical originality	Essential
• originality of application	Important
• required sales effort	Important
• size of targeted market	Useful
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- technical assistance
- software and user's guide translation
- training
- installing systems
- data conversion

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users, 1 office service center and sales representatives

Distribution of software sales:

Alb. (100%)

Type of agreement:
N/A

Dectronique (1984) Inc.

Headquarters:
2065, boul. Charest Ouest
Ste-Foy (Qué.) G1N 2G1

Software Line

Titles: 15, French

Application Software : general management, accounting, distribution, management and financial analyses, property management

Systems Software: communications, programming tools, operation systems, database management systems, accessories

Hardware:

Work Stations (10% of titles)

Man.: Wyse, TT
Oper. syst.: Novell

Micro (90% of titles)

Man.: Dectronique (Dectro)
Oper. syst.: Windows (5%), DOS (95%)

Price:

100-\$500	70%
500-1,000	20%
1,000-5,000	10%

Origin of software

- 13 titles provided from other suppliers
- Software Suppliers: 7
- Basic modules Suppliers: 2
- Distribution of suppliers: Que. (6), Ont. (3)
- Buying 80% packaged software, ready for sale and 20% developed, not packaged

Client base

Specialized fields: governments, business, professional services

Sell: directly to end-users by sales representatives

Distribution of software sales: Que. (100%)

Contacts:

Mr. Clément Beaumont, President
Mr. Alphonse Proulx, Informatic Analyst
Tel.: (418) 681-4681 Fax: (418) 527-7591

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million,
software distribution: 20%

Employees: 7, software distribution: 70%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Maintenance
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier

- technical assistance
- training
- installing systems

Type of agreement:

Partnership type agreement

Circuit Design Corp. (CDC)

Headquarters:
8170, Mountview
Montréal (Qué.) H4P 2 L7

Contact:

Mr. Jay Shatilla, President

Tel.: (514) 738-7640 Fax: (514) 735-5020

Software Line

Titles: 7, 2 French, 5 English

Application Software: accounting, distribution, property management, engineering, manufacturing

Hardware:

Mini (60% of titles)

Man.: HP oper. syst.: MPE

Work Stations (10% of titles)

Man.: IBM oper. syst.: Unix

Micro (30% of titles)

Man.: At&T, Goldtech, IBM

Oper. syst.: OS/2 (60%), Unix (40%)

Price:

10,000-\$20,000 20%

20,000 and over 80%

Origin of software

- 5 titles provided from other suppliers
- Software Suppliers: 3
- Distribution of suppliers:
Que.(1), Ont. (1), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: distribution, manufacturing sector

Sell to: VAR; and sell directly to end-users by sales representatives

Distribution of software sales:

Que. (90%), Ont. (10%)

Profile

Founding: 1978

Range of annual sales: \$100,000 to 500,000,
software distribution: 60%

Employees: 8, software distribution: 25%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: manufacturing)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |

Services offered to designer/supplier:

- technical assistance
- installing systems

Type of agreement:

Payment of royalties

Entreprises Da Vincl (Les)

Headquarters:
RR#3 Chemin Bolsley
Edmundston (N-B.) E3V 3K5

Contact:

Mr. Jean Aucoin, President

Tel.: (506) 739-7445 Fax: (506) 739-9652

Software Line

Titles: 4, French

Application Softwares: manufacturing, expert software

Hardware:

Micro (100% of titles)

Man.: Twinhead, IBM/compatibles

Oper. syst.: DOS (100%)

Price:

500-\$1,000 95%

10,000-20,000 5%

Origin of software

- Software Suppliers: 4
- Distribution of suppliers: 2 in Quebec and 2 in Maritimes. Prov.
- Buying 70% packaged software, ready for sale and (30%) developed software, not packaged

Client Base

Specialized fields: school psychologists, personal managers

Sell to: Distributors-Wholesalers

Distribution of software sales:

N-B. (10%), Que. (85%), Ont. (5%)

Profile

Founding: 1986

Range of annual sales: \$500,000 to 2 million, software distribution: 45%

Employees: 6, software distribution: 1

Main activities: Value Added Reseller (VAR), Manufacturer (Designer-Publisher)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Partnership type agreement

Equatorial Canada Ltd

Headquarters:
22 Voyager Court South
Rexdale (Ont.) M9W 5W7

Other offices: Montreal, Ottawa

Software Line

Titles: 15, English

Application Software: accounting, games

Systems Software: communications, operating systems, database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (51%), DOS (58%),

Mac (11%)

Price:

less than \$100 25%

100-500 63%

500-\$1,000 10%

1,000-5,000 2%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: N/A
- Distribution of suppliers: Ont. (54)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: N/A

Sell to: distributors-wholesalers, 10 points of sale in Canada; computer products retailers, 2 points of sale directly to end-users, 3 sales representatives

Other selling technique: telemarketing

Distribution of software sales:

NF, NS, PEI, NB (5%), Que. (10%), Ont. (85%)

Contact:

Mr. Dale Denny, Service Operations Manager

Tel.: (416) 675-1190 Fax: (416) 675-1158

Profile

Founding: 1975

Range of annual sales: \$2 to 10 million,
software distribution: 15%

Employees: 14, software distribution: 100%

Main activity: Value Added Reseller (VAR)

Other activity:

- Hardware Maintenance

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: N/A

Eligibility criteria:

- marketing plan
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Essential |
| • marketing plan of designer/supplier | Essential |
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- software and user's guide translation

Type of agreement:

Partnership type agreement

Escom/Datasense

Headquarters:
518-4211 Kingsway
Burnaby (BC) V5H 1Z6

Other office: Toronto

Contact:

Mr. Ralph Turfus, President
Tel.: (604) 438-7361 Fax: (604) 432-9708

Software Line

Titles: 3, English

Application Software: general management, parks and recreation

Systems Software: database management systems

Hardware:

Mini (100% of titles)

Man.: IBM/compatibles

Oper. syst.: N/A

Price:

10,000-\$20,000 100%

Origin of software

- 1 title provided from other suppliers
- Software suppliers: 2
- Basic modules suppliers: 3
- Distribution of suppliers: U.S.A. (5)
- Buy mainly packaged software, ready for sale

Client Base

Specialized fields: parks and recreation, administration sector

Sell: directly to end-users, 2 sales representatives

Distribution of software sales:

Ont. (40%), Alb. (20%), BC (20%), U.S.A. (20%)

Profile

Founding: 1976

Range of annual sales: \$2 to 10 million,
software distribution: 50%

Employees: 30, software distribution: 15%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/systems Software
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles and new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold
- exclusive territory

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • competition | Essential |
| • required sales effort | Important |
| • uniqueness of application | Important |
| • marketing plan of designer/supplier | Important |
| • originality of application | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

Payment of royalties

Géosystèmes Inc.

Headquarters:
3291, Chemin Ste-Foy, Bureau 215
Ste-Foy (Qué.) G1X 3V2

Contact:
Mr. André Verville, President
Tel. (418) 654-0308 Fax: (418) 654-0808

Software Line

Titles: 25, English

Application Software: manufacturing, graphics, computer aided drafting (CAD)

Hardware:

Micro (100% of titles)

Fab: PC/compatibles

Syst.: DOS (100%)

Price:

1,000-\$5,000 100%

Origin of software

- All titles (25) provided from other suppliers
- Software Suppliers: 10
- Basic modules Suppliers: 5
- Distribution of suppliers:
Que. (5), Ont. (5), U.S.A. (5)
- Buying mainly package software, ready for sale

Client base

Specialized fields: professional services, governments, municipalities

Sell: directly to end-users by sales representatives

Distribution of software sales: 100% in Quebec

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000,
software distribution: 40%

Employees: 1, software distribution: 50%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications (ex.: geomatics)

Eligibility criteria:

- documentation

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • technical originality | Essential |
| • required sales effort | Essential |
| • size of targeted market | Important |
| • originality of application | Important |

Services offered to designer/supplier:

- technical assistance

Type of agreement:

No exclusive rights

Gest-Mac Inc.

Headquarters:
5190, St-Patrick
Montréal (Qué.) H4E 4N5

Contact:

Mr. Michel Contant, Treasury Secretary
Tel.: (514) 767-4444 Fax: (514) 767-7337

Software Line

Titles: 3, 1 French, 2 English

Application Software : accounting

Hardware:

Micro (100% of titles)

Man.: Apple

Oper. syst.: Mac (100%)

Price:

100-\$500	50%
1,000-5,000	50%

Origin of software

- All titles (3) provided from other suppliers
- Software Suppliers: 3
- Distribution of suppliers: U.S.A. (3)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: management/accounting, business

Sell: directly to end-users by sales representatives

Other selling technique: correspondence (through catalogues)

Distribution of software sales: Que. (100%)

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million,
software distribution: 40%

Employees: 4, software distribution: 25%

Main activity: Value Added Reseller (VAR)

Other activities

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Type of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Important |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation
- training

Type of agreement:

Exclusive rights to Canada

Gestion Infogila Ltée

Headquarters:
2523, Bélanger Est
Montréal (Qué.) H1Y 1A2

Contact:

Mr. André Gilbert, President

Tel.: (514) 374-8850 Fax: (514) 374-9337

Software Line

Titles: 27, 12 French, 15 English

Application Software: general management, accounting, distribution, management and financial analyses, sales and marketing

Hardware:

Micro (100% of titles)

FMan.: IBM/compatibles

Oper. syst.: DOS (100%)

Other: Novell Networks

Price:

100-\$500 23%

500-1,000 62%

1,000-5,000 15%

Origin of software

- 24 titles provided from other suppliers
- Software Suppliers: 4
- Distribution of suppliers:
Que. (3), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: business, services, manufacturing, transformation

Sell to: VAR, 1 point of sale in Canada; computer products retailers, 3 points of sale; and sell directly to end-users, 1 office service center and sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1987

Range of annual sales: \$100,000 to 500,000,
software distribution: 35%

Employees: 6, software distribution: 67%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Logiciels recherchés

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • size of targeted market | Useful |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

Amount guaranteed by the distributor along with F-145 prepayment

Godin London Incorporated

Headquarters:
12, Gerrard Ave
London (Ont.) N6C 4C5

Contact:

Mr. Gaetan Godin, President

Tel.: (519) 679-8290 Fax: (519) 438-6381

Software Line

Titles: 150, 50 French, 100 English

Application Software: general management, accounting, management and financial analyses, manufacturing

Hardware:

Work Stations (100% of titles)

Man.: N/A oper. syst.: N/A

Micro (100% of titles)

Man.: N/A oper. syst.: DOS (100%)

Price:

1,000-\$5,000 50%

5,000-10,000 30%

20,000 and over 20%

Origin of software

- 145 titles providing from other suppliers
- Software suppliers: 4
- Basic modules suppliers: 2
- Distribution of suppliers: Ont. (6)
- Developed in-house (6)

Client Base

Specialized fields: food manufacturers, travel agencies, product leasing companies

Sell to: distributors-wholesalers, 100 points of sale in Canada; computer products retailers, 100 points of sale; and sell directly to end-users by sales representatives, 100 points of sale in Canada

Distribution of software sales: Ont. (100%)

Profile

Founding: 1979

Range of annual sales: \$100,000 to 500,000, software of distribution: 70%

Employees: 2, software distribution: 100%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing
- Manufacturer's Agent

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications, new clients, new hardware

Eligibility criteria:

- documentation

Evaluation criteria:

- technical originality Important
- required sales effort Important

Services offered to designers/suppliers

- advertising/promotion (increased client base)
- technical assistance (knowledgeable support)

Type of agreement:

Reselling rights anywhere, non-exclusive
By at their price, sell at mine

Innovus Inc.

Headquarters:
200, James St. S., Suite 204
Hamilton (Ont.) L8P 3A9

Software Line

Titles: 6, English

Application Software : statistics and spreadsheet

Systems Software: database management systems, networking OS (NOS)

Hardware:

Mini (100% of titles)

Man.: HP

Oper. syst.: MPE, MPE-XL, HP-VX

Micro (% of titles: N/A)

Man.: IBM/compatibles

Oper. syst.: Unix (80%)

Price:

1,000-\$5,000	20%
5,000-10,000	50%
10,000-20,000	20%
20,000 and over	10%

Origin of software

- Software Suppliers: 6

Distribution of suppliers: All in U.S.A.

- Buying mainly not fully developed software

Client Base

Specialized fields: for all types of clientèle, research, others badly in business

Sell to: distributors-wholesalers, 60 points of sale in Canada; VAR, 40 points of sale; and sell directly to end-users by telemarketing

Distribution of software sales: U.S.A. (70%), World wide (90%)

Contact:

Mr. Bob Hewson, General Manager

Tel.: (416) 529-8117 Fax: (416) 572-9586

Profile

Founding: 1984

Range of annual sales: \$500,000 to 2 million, software distribution: 50%

Employees: 20, software distribution: 40%

Main activities: Value Added Reseller (VAR), Independent Software Supplier

Other activity:

- Clinical trials support services

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications, similar to products of its catalogue type

Eligibility criteria:

- minimum number of copies already sold

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- installing systems
- conversion and support on HP

Type of agreement:

Payment of royalties

Integratech Cabinet Conseil en Gestion Inc.

Headquarters:
19, Le Royer, Bureau 304
Montréal (Qué.) H2Y 1W4

Contact:
Mr. Daniel La Rocque, President
Tel.: (514) 842-9208 / (800)-567-2487
Fax: (514) 842-9661

Software Line

Titles: 6, English

Systems Software: programming tools, operating systems, database management systems

Hardware:

Mini (55% of titles)

Man.: Zanthé, Integratech

Oper. syst.: QNX (networks), VAX (VMS)

Work Stations (5% of titles)

Man.: Zanthé, Integratech, oper. syst.: RISK

Micro (5% of titles)

Man.: Zanthé, Integratech

Oper. syst.: DOS (10%), Unix (50%)

Networks (40% of titles)

Man.: Zanthé, Integratech oper. syst.: QNX (40%)

Price:

100-\$500	5%
500-1,000	10%
1,000-5,000	20%
5,000-10,000	50%
10,000-20,000	10%
20,000 and over	5%

Origin of software

- 3 titles provided from others suppliers
- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers: 2 in Ontario
- Buying mainly not fully developed software

Client Base

Specialized fields: firms with their own development group

Sell to: VAR, 3 points of sale in Canada; and sell directly to end-users, 1 office service center

Distribution of software sales: Que. (80%), Ont. (10%), U.S.A. (5%), Other countries (5%)

Profile

Founding: 1985

Range of annual sales: \$500,000 to 2 million, software distribution: 30%

Employees: 9, software distribution: 10%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Important |

Services offered to designer/supplier:

- advertising/promotion (joint marketing)
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

No criteria

Kanatek

Headquarters:
155, Terrence Matthews Cree
Kanata (Ont.) K2M 2A8

Other office: Toronto

Software Line

Titles: 9, 1 French, 8 English

Systems Software: communication, programming tools, operating systems, accessories, training

Hardware:

Work Stations (10% of titles)

Man.: Computing Innovations, Metrobank Metrox
Oper. syst.: N/A

Micro (90% of titles)

Man.: CTI, Unix training
Oper. syst.: Windows (20%), DOS (15%),
Unix (50%), Mac (10%)

Price:

100-\$500	10%
500-1,000	10%
1,000-5,000	80%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 8
- Distribution of suppliers: in U.S.A. and other countries
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: N/A

Sell to: manufacturers, 15 points of sale in Canada; VAR, 10 points of sale; independent sales representatives, 10 points of sale; chains or large non-specialized stores, 20 points of sale; and sell directly to end-users by sales representatives in Ottawa and Toronto

Other selling technique: telemarketing

Distribution of software sales: Que. (10%), Ont. (35%), Man. (5%), Alb. (10%)

Contact:

Mr. Terry Kell, President

Tel.: (613) 591-1482 Fax: (613) 591-1488

Profile

Founding: 1981

Range of annual sales: \$2 to 10 million,
software distribution: 25%

Employees: 15, software distribution: 50%

Main activity: Value Added Reseller (VAR)

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Service offered to designer/supplier:

- technical assistance

Type agreement:

Exclusive rights to Canada

Lyle Jennings Associates Inc.

Headquarters:
2437, Howard Ave, 2nd Floor
Windsor (Ont.) N9X 3V8

Other office: London

Contact:

Mr. Robert Courteaux, President
Tel.: (519) 258-0562 Fax.: (519) 258-3810

Software Line

Titles: 2, English

Application Software: accounting, grain and feed operations, points of sale (P.O.S.) for building supply industry

Hardware:

Micro (100% of titles)

Man.: Acer, Wang

Oper. syst.: DOS (10%), Unix (90%)

Price:

1,000-\$5,000	20%
5,000-10,000	60%
10,000-20,000	20%

Origin of software

- Software Suppliers: 1
- Basic modules Suppliers: 1
- Distribution of suppliers: N/A
- Buying mainly not fully developed software

Client Base

Specialized fields: grains and feed industry, building supply, others

Sell to: manufacturers, 15 point of sale in Canada; distributors-wholesalers, 3 points of sale; and sell directly to end-users, 1 office service center and 2 sales representatives

Other selling technique: direct mail

Distribution of software sales:

Ont. (95%), in Que. and U.S.A. for the rest

Profile

Founding: 1974

Range of annual sales: \$100,000 to 500,000,
software distribution: 70%

Employees: 6, software distribution: 20%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: N/A

Eligibility criteria:

- marketing plan (market potential)
- documentation
- technical assistance
- training
- minimum number of copies already sold
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |

Services offered to designer/supplier:
N/A

Type of agreement:

Payment of royalties

Mal Canada Ltée/Ltd

Other offices: Halifax, Quebec, Montreal, Ottawa, Brantford, Toronto, Winnipeg, Edmonton, Vancouver

Software Line

Titles: 19, 10 French, 9 English

Application Software: accounting, distribution, manufacturing

Systems Software: communication, programming tools

Hardware:

Micro (100% of titles)

Man.: MAI, HP oper. syst.: Unix

Price:

1,000-\$5,000	10%
5,000-10,000	50%
10,000-20,000	20%
20,000 and over	20%

Origin of software

- 4 titles provided from other suppliers
- Software suppliers: 4
- Basic modules supplier: 1
- Distribution of suppliers:
Que. (2), U.S.A. (2)
- Buying 45% developed software not packaged;
45% not fully developed and 10% packaged, ready
for sale

Client Base

Specialized fields: municipalities, distribution, hospitals, retailers (P.O.S), automobiles

Sell: directly to end-users, 9 points of sale in Canada, total: 35 sales representatives

Other selling technique: telemarketing

Distribution of software sales: Ont. (45%), Que. (35%), B-C. (4%), PEI. (10%), Alb. (5%), Man. (1%)

Headquarters:
140, Allstate Parkway
Unionville (Ont.) L3R 5Y8

Contacts:

Mr. Denis Morneau, Branch Director

Tel.: (514) 335-0050 Fax: (514) 335-9143

4650, Côte Vertu, Bureau 210

Ville St-Laurent (Qc) H4S 1C7

Mr. Ed Anderson, Director of Marketing

Tel.: (416) 475-6030 Fax: (416) 475-2349

Profile

Founding: 1965

Range of annual sales: \$35 million and over,
software distribution: 15%

Employees: 250, software distribution: 15%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new titles and new applications
(for vertical markets)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services (demo)

Evaluation criteria:

- | | |
|--|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of
designer/supplier | Important |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation

Type of agreement:

Payment of royalties

Management Systems Inc.

Headquarters:
7305, Woodbine Ave, Suite 38
Markham (Ont.) L3R 3V7

Contact:

Mr. Ping Lee, President Owner
Tel.: (416) 475-8146 Fax: (416) 498-5522

Software Line

Titles: 2, English

Application Software: accounting, distribution, manufacturing

Systems Software: co-operating system

Hardware:

Mini (50% of titles)

Man.: QANTEL
Oper. syst.: Best

Micro (50% of titles)

Man.: IBM/compatibles
Oper. syst.: DOS (100%)

Price:

5,000-\$10,000	50%
10,000-20,000	30%
20,000 and over	20%

Origin of software

- 1 title provided from an other supplier located in Ontario and U.S.A.
- Buying 80% packaged software, ready for sale and 20% developed, not packaged

Client Base

Specialized fields: for all types of clientèle

Sell: directly to end-users by sales representatives

Other selling techniques: correspondence (through catalogues), referrals

Distribution of software sales: mainly in Ontario

Profile

Founding: 1980

Range of annual sales: \$100,000 to 500,000,
software distribution: 80%

Employees: 3, software distribution: 100%

Main activities: Value Added Reseller (VAR),
Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type, new operating systems (ex.: SCO Xenix)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • marketing plan of designer/supplier | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • originality of application | Important |

Services offered to designer/supplier:

- advertising/promotion
- software and user's guide translation
- training
- installing systems

Type of agreement:

Amount guaranteed by the distributor along with prepayment

Markson Skolnik Inc.

Headquarters:
240, Eglinton Ave East, Suite 504
Toronto (Ont.) M4P 1K3

Software Line

Titles: 150, 50 French, 100 English

Application Software: general management, accounting, distribution, management and financial analyses, manufacturing

Systems Software: communications, programming tools, operating systems, database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (20%), DOS (60%), OS/2 (20%)

Price:

less than \$100	5%
100-500	35%
500-1,000	40%
1,000-5,000	15%
5,000-10,000	5%

Origin of software

- More than 90 titles provided from other suppliers
- Software Supplier: 10
- Basic modules Supplier: 5
- Distribution of suppliers: Ont. (8), U.S.A. (2)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle, financial, mortgage, associations, exposition, social services, fundraising, registration services

Sell: directly to end-users by sales representatives, 1 point of sale in Canada

Other selling technique: telemarketing

Distribution of software sales :

Ont. (100%)

Contact:

Mr. Robert Skolnik, Vice President

Tel.: (416) 487-1163 Fax: (416) 322-6481

Profile

Founding: 1989

Range of annual sales: \$500,000 to 2 million, software distribution: 20%

Employees: 7, software distribution: 20%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Software Consulting
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications

Eligibility criteria:

- documentation
- technical assistance

Evaluation criteria:

• required sales effort	Essential
• marketing plan of designer/supplier	Important
• size of targeted market	Important
• originality of application	Useful
• technical originality	Useful

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

N/A

Micro-Boutique

Headquarters:
6615, Ave du Parc
Montréal (Qué.) H2V 4J1

Other offices: Longueuil, Sherbrooke, Toronto

Contact:

Mr. Jacques Paquet, Director of Marketing
Tel.: (514) 270-4477 Fax: (514) 270-0654

Software Line

Titles: 6, 3 French-English, 1 French, 2 English,

Application Software: accounting, engineering, manufacturing, computer graphics, video setting, desktop publishing, architecture, connectivity

Hardware:

Micro (100% of titles)

Man.: Apple oper. syst.: Mac (100%)

Price

500-\$1,000	15%
1,000-5,000	70%
20,000 and over	15%

Origin of software

- All titles (6) provided from other suppliers
- Software Suppliers: 6
- Distribution of suppliers:
Que. (2), U.S.A. (3), Other countries (1)
- Buying 85% packaged software, ready for sale and 15% developed, not packaged

Client Base

Specialized fields: business, health services, professional services, communication and media, education, manufacturing

Sell: directly to end-users, 5 stores and sales representatives

Other selling techniques: telemarketing, seminars

Distribution of software sales:

Que. (80%), Ont. (20%)

Profile

Founding: 1982

Range of annual sales: \$10 million and over, software distribution: 30%

Employees: 150, software distribution: 5%

Main activities: Value Added Reseller (VAR), Computer Products Retailer

Other activities:

- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications, new clients (ex.: doctors, attorneys, dentists)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

• size of targeted market	Essential
• originality of application	Essential
• technical originality	Important
• required sales effort	Important
• marketing plan of designer/supplier	Important

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Quebec
Partnership type agreement

Micro-Logie d'applications MLA Inc.

Headquarters:
625, President-Kennedy, Bureau 903
Montréal (Qué.) H3A 1K2

Contact:
Mr. Charles Roufan, Vice President
Tel.: (514) 845-7004 Fax: (514) 845-7104

Software Line

Titles: 12, 4 French-English, 4 English

Application Software: engineering

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles oper. syst.: DOS, Unix

Price:

500-\$1,000	50%
20,000 and over	50%

Origin of software

- Software Suppliers: 10
- Basic modules Suppliers: 10
- Distribution of suppliers: 20 in U.S.A.
- Buying mainly packaged software, ready for sale and developed software, not packaged

Client base

Specialized fields: : in computer aided design (CAD)

Sell to: manufacturers, VAR and retailers which only sell software; and sell directly to end-users, by sales representatives

Other selling technique: telemarketing and by correspondence (through catalogues)

Distribution of software sales:

Que. (15%), U.S.A. (85%)

Profile

Founding: 1980

Range of annual sales: \$2 to 10 million,
software distribution: 50%

Employees: 12, software distribution: 20%

Main activities: Value Added Reseller (VAR),
Designer

Other activities:

- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, new clients

Eligibility criteria:

- marketing plan
- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------|-----------|
| • size of targeted market | Important |
| • technical originality | Important |

Services offered to designer/supplier:

- technical assistance
- software and user's guide translation

Type of agreement:

Payment of royalties
Partnership type agreement

Ordinateurs Hypocrat Inc.(Les)

Other offices: Trois-Rivières, Quebec, St-Laurent

Software Line

Titles: 50, French

Application Software: general management, accounting, management and financial analyses, property management

Hardware:

Micro (100% of titles)

Fab.: Samsung, HP

Syst.: DOS (95%), Unix (5%)

Price:

5,000-\$10,000 50%

10,00-20,000 30%

20,000 and over 20%

Origin of software

- Basic modules Suppliers: 10
- Distribution of suppliers:
Que. (8), Ont. (1), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Clientèle

Specialized fields: health sector (pharmacy, medical clinics, local community service centres (LCSC), reception centres, hospitals)

Sell: directly to end-users, 3 office service centers and 12 sales representatives

Distribution of software sales: Que. (100%)

Headquarters:
7900, boul. Taschereau, Edifice E
Brossard (Qué.) J4X 2T3

Contact:

Mr. Pierre Sioul, Director of Marketing

Tel.: (514) 866-8083 Fax: (514) 866-8489

Profile

Founding: 1980

Range of annual sales: \$10 million and over, software distribution: 50%

Employees: 125, software distribution: 15%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new operating system (ex.: Windows, OS/2)

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- development tools (databases, compilers, accessories)

Type of agreement:

On client's request

PM Sulcs

Headquarters:
4240m Manor St., Suite 201
Burnaby (BC) V5G 1B2

Other office: Toronto

Contact:

Mr. Maris Sulcs, President
Tel.: (604) 437-4494 Fax: (604) 439-9419

Software Line

Titles: 6, English

Application Software: accounting, distribution, management and financial analyses, maintenance management

Hardware:

Mini (100% of titles)

Man.: Wang/IBM oper. syst.: AS/403

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Unix (100%)

Price:

\$20,000 and more 100%

Profile

Founding: 1977

Range of annual sales: \$500,000 to 2 million,
software distribution: 50%

Employees: 25, software distribution: 15%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting

Origin of software

- Software Suppliers: 2
- Distribution of suppliers: U.S.A. (2)
- Buying 50% developed software, not packaged and 50% not fully developed

Client base

Specialized fields: for all types of client`èle

Sell to: independent sales representatives, 2 points of sale in Canada; sell directly to end-users by office center services, 2 points of sale, sales representatives, 2 points of sale

Distribution of software sales: Ont. (10%), Alb. (10%), BC (60%), U.S.A. (10%), Australia (10%)

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications, new clients

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:
N/A

Type of agreement:
Payment of royalties

Polymathic Group

Headquarters:
282, North Rivermeade Rd., Suite 3
Concord (Ont.) L4K 3N6

Contact:

Mr. Cal Parsons, President

Tel.: (416) 738-4089 Fax: (416) 738-6210

Software Line

Titles: 1007, English

Application Software: general management, accounting, distribution, management and financial analyses

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows (10%), DOS (90%)

Price:

500-\$1,000	25%
1,000-5,000	25%
5,000-10,000	25%
10,000-20,000	25%

Origin of software

- About 950 titles provided from other suppliers
- Software Suppliers: 12
- Distribution of suppliers: Ont. (80), U.S.A. (20)
- Buying 80% packaged software, ready for sale and 20% developed, not packaged

Client base

Specialized fields: for all types of clientele in general accounting such as general ledger, payable accounts, etc., and in vertical market such as accountants office, construction accounting, steel service centers, etc.

Sell to: publishers, manufacturers, distributors-wholesalers, VAR, independent sales representatives; and sell directly by sales representatives

Other selling technique: telemarketing

Distribution of software sales: 100% in Ontario

Profile

Founding: 1973

Range of annual sales: \$2 to 10 million, software distribution: 50%

Employees: 12, software distribution: 50%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications developed by other firms using its own basic modules, similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- size of targeted market Important
- originality of application Important

Services offered to designer/supplier:

- publishing
- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

N/A

Prime/Computer- vision Canada Ltd

Headquarters:
45, Vogel Rd, 7th Floor
Richmond Hill (Ont.) L4B 3P6

Other offices: Montreal, Toronto, London, Winnipeg,
Calgary, Vancouver

Software Line

Titles: 60, 10 French, 50 English

Application Software: general management,
accounting, distribution, engineering, manufacturing,
office automation

Systems Software: communications, programming
tools, database management systems, accessories

Hardware:

Mini (40% of titles)

Man.: Prime, DEC, Vax

Oper. syst.: Primo, VMS

Work Stations (50% of titles)

Man.: HP, Sun, DEC

Oper. syst.: Unix

Micro (10% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS, Unix, Windows

Price:

1,000-\$5,000	5%
5,000-10,000	5%
10,000-20,000	30%
20,000 and over	60%

Origin of software

- 28 titles provided from other suppliers
- Software Suppliers: 8
- Basic modules Suppliers: 3
- Distribution of suppliers: Ont. (3), U.S.A. (8)
- Buying 15% packaged software, ready for sale and 85% developed, not packaged

Client base

Specialized fields: life construction, bank, engineering, computer aided design/computer aided manufacturing (CADAM), manufacturing

Sell to: distributors-wholesalers, 10 points of sale in Canada; agents, 2 points of sale; and sell directly to end-users by sales representatives, 12 points of sale

Distribution of software sales: Que. (25%)
Ont. (40%), Man., Sask. (5% each), Alb. (15%),
BC (10%)

Contact:

Mr. David Bandt, Marketing Manager

Tel.: (416) 508-8020 Fax: (416) 508-8019

Profile

Founding: 1913

Range of annual sales: \$10 million and over,
software distribution: 40%

Employees: 105, software distribution: 25%

Main activity: Value Added Reseller (VAR), specialized
in CAD/CAM

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Manufacturing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, different from those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

• required sales effort	Essential
• size of targeted market	Important
• originality of application	Important
• marketing plan of designer/supplier	Useful

Services offered to designer/supplier:

- publishing
- technical assistance
- installing systems

Type of agreement:
Payment of royalties

Procom

Headquarters:
2323, Yonge St., Suite 605
Toronto (Ont.) M4P 2C9

Software Line

Titles: 7, English

Application Software: general management, accounting, distribution, management and financial analyses, retail point of sale

Systems Software: programming tools, database management systems, accessories, records management (text retrieval, CASE), host connectivity

Hardware:

Mainframes (10% of titles)

Man.: IBM oper. syst.: OS/MVS

Work Stations (20% of titles)

Man.: Sun, NCR, AT&T oper. syst.: Unix

Micro (60% of titles)

Man.: IBM/compatibles

Cper. syst.: Windows (100%), DOS (100%),
OS/2 (70%), Unix (50%)

Price:

500-\$1,000	10%
1,000-5,000	60%
5,000-10,000	20%
20,000 and over	10%

Origin of software

- 10 titles provided from other suppliers
- Software Suppliers: 3
- Basic modules Suppliers: 1
- Distribution of suppliers: U.S.A. (3)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: VAR, 3 points of sale in Canada; and sell directly to end-users by sales representatives, 10 points of sale

Other selling technique: through Var representatives

Distribution of software sales:

Que. and Man. (5% each), Ont. (40%), Sask. (10%),
Alb. (20%), BC (20%)

Contact:

Mr. Dan Emery, Manager Technical Support
Tel.: (416) 483-0766 Fax: (416) 483-8102

Profile

Founding: 1978

Range of annual sales: \$10 million and over,
software distribution: 10%

Employees: 300, software distribution: 10%

Main activities: Value Added Reseller (VAR),
Systems Integrator, Distributor-Wholesaler

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type (ex.: GUI)

Eligibility criteria:

- documentation
- technical assistance
- training
- historical details

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • technical originality | Useful |
| • required sales effort | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type agreement:

Negotiable

Professional Team Solutions, Inc.

Headquarters:
P.O. Box 2133, 320 Pinebush Rd, Unit 5
Cambridge (Ont.) N3C 2V6

Other office: London

Software Line

Titles: 15, English

Application Software: accounting, distribution, manufacturing

Systems Software: communications, operating systems, database management systems

Hardware:

Mini (100% of titles)

Man.: Bull, HP, SEQUOIA, IBM

Oper. syst.: PICK, Unix

Other (50% of titles) in Pick

Price:

10,000-\$20,000 10%

20,000 and over 90%

Origin of software

- Software Suppliers: 1
- Basic modules Suppliers: 3
- Distribution of suppliers:
Ont. (4)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle, automotive parts manufacturers, discrete manufacturers, distributors

Sell to: manufacturers, 2 points of sale in Canada; VAR, 1 point of sale; computer products retailers, 5 points of sale; and sell directly to end-users by sales representatives, 2 points of sale

Distribution of software sales:

Que. (2%), Ont. (70%), BC (2%), U.S.A. (24%), England (2%)

Contact:

Mr. Ken Masters, Manager, Sales and Marketing
Tel.: (519) 740-2383 Fax: (519) 740-2911

Profile

Founding: 1990

Range of annual sales: \$2 to 10 million,
software distribution: 25%

Employees: 24, software distribution: 20%

Main activities: Value Added Reseller (VAR), Independent Representative, Software Business Specialists

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by other firms using its own basic modules, similar to products of its catalogue type, new clients (ex.: automotive manufacturing), new types of title formats (packaged or not)

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services
- minimum number of copies already sold

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • technical originality | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:

Dealership, Partnership type agreement

Profitable Business Systems

Headquarters:
P.O. Box 45008, Regent Postal Outlet
Winnipeg (Man.) R2C 5C7

Software Line

Titles: 1, English

Application Software: accounting, distribution, manufacturing

Systems Software: programming tools, operating systems

Hardware:

Mini (100% of titles)
Man.: Norwest Source Group
Oper. syst.: N/A

Price:
1,000-\$5,000 100%

Origin of software

- Software Suppliers: 2
- Distribution of suppliers: Ont. (1), U.S.A. (1)
- Buying mainly developed software, not packaged

Client Base

Specialized fields: child and family services

Sell: directly to end-users, 1 sales representative

Other selling technique: telemarketing

Distribution of software sales:
Man. (100%)

Contact:
Mr. Peter A. Kubish, President
Tel.: (204) 958-4200 Fax.: (204) 958-4202

Profile

Founding: 1988

Range of annual sales: \$100,000 to 500,000,
software distribution: 50%

Employees: 3, software distribution: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Help Desk
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and/or new applications, similar to products of its catalogue type

Eligibility criteria:

- complete accounting systems and tools

Evaluation criteria:

- ability to make modifications Essential

Service offered to designer/supplier:

- installing systems

Type of agreement:
Payment of royalties

Programmable Controller Support Systems

Headquarters:
8, Vine Crescent
Barrie (Ont.) L4N 2B3

Contact:

Mr. Jeremy Pollard, President
Tel.: (416) 685-8090 Fax: (416) 625-8977

Software Line

Titles: 6, English

Application Software: engineering

Systems Software: database management systems

Hardware:

Work Stations (10% of titles)
Man.: Sun IBM/compatible
Oper. syst.: N/A

Micro (90% of titles)
FMan.: IBM/compatibles
Oper. syst.: Windows (20%), DOS (70%),
OS2 (10%)

Price:
100-\$500 30%
1,000-5,000 70%

Origin of software

- Software Suppliers: N/A
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: N/A

Sell to: publishers, 2 points of sale in Canada;
manufacturers, 1 point of sale; distributors-wholesalers,
6 points of sale

Other selling technique: telemarketing, correspon-
dence (through catalogues)

Distribution of software sales: Ont. (100%)

Profile

Founding: 1986

Range of annual sales: \$100,000 to 500,000,
software distribution: 75%

Employees: 1, software distribution: 100%

Main activities: Value Added Reseller (VAR),
Systems Integrator

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Systems Integration

Software in demand

For distribution, the firm is ready to consider products which
answer the following criteria:

Types of products: new software titles, new basic
modules, new applications (ex.: industrial field)

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services
- previous user's list competitive information

Evaluation criteria:

- | | |
|--|-----------|
| • required sales effort | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • marketing plan of
designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems
- integration

Type of agreement:
Preferred Discounts

RAM Software

Headquarters:
590, Alder Rd, Suite 208
Markham (Ont.) L3R 9N2

Software Line

Title: 1, English

Application Software: accounting, management and financial analyses, inventory, purchase order, aggregate billing and haulage

Systems Software: communications

Hardware:

Mini (100% of titles)

Man.: HP, Prime, CT oper. syst.: N/A

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Unix (100%)

Price:

N/A

Origin of software

- Software Suppliers: 1
- Distribution of suppliers: in Ontario
- Buying mainly developed software, not packaged

Client base

Specialized fields: mining, construction, asphalt industries, others

Sell to: VAR; and sell directly by sales representatives, 1 point of sale in Canada

Distribution of software sales:

NS (10%), Que. (10%), Ont. (30%), U.S.A. (50%)

Contact:

Mr. Harold Bergeron, President

Tel.: (416) 513-7711 Fax: (416) 513-7171

Profile

Founding: 1990

Range of annual sales: N/A,
software distribution: 95% (mainly form its own products)

Employees: 5, software distribution: 40%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software operation Training
- Modifying or customizing programs

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- marketing plan
- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Important |
| • required sales effort | Important |
| • technical originality | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- training

Type of agreement:

N/A

Real Data Systems Inc.

Headquarters:
1575, W. Laurin, Suite 120
Vancouver (BC) V2G 2V3

Software Line

Titles: N/A

Application Software: distribution, property management, manufacturing

Systems Software: communications, database management systems

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows, DOS

Price:

1,000-\$5,000 80%

5,000-10,000 20%

Origin of software

- 3 titles provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 1
- Distribution of suppliers: West. Can. (1), U.S.A. (1)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of client`èle

Sell to: VAR, 1 points of sale in Canada; sell directly to end-users by store, 1 point of sale

Other selling technique: sales representatives

Distribution of software sales:

Man. (5%), Sask. (5%), Alb. (10%), BC (80%)

Contact:

Mr. Larry Oliver, Partner, Sales and Marketing

Tel.: (604) 683-7226 Fax: (604) 683-6725

Profile

Founding: 1987

Range of annual sales: \$500,000 to 2 million,
software distribution: 10%

Employees: 8, software distribution: 40%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Hardware Maintenance
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles

Eligibility criteria:

- documentation
- technical assistance
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Useful |

Services offered to designer/supplier:

N/A

Type of agreement:

Exclusive rights to Canada

Payment of royalties

Sages Informatique Canada Inc.

Headquarters:
1550, Ampère, Bureau 205
Boucherville (Qué.) J4B 7L4

Contact:
Mr. Pierre Paquet, President
Tel.: (514) 655-6563 Fax: (514) 655-0163

Software Line

Titles: 2, French-English

Application Software: accounting, distribution, engineering, games, manufacturing

Systems Software: programming tools, operating systems, accessories

Hardware:

Mainframes

Man.: HP

Oper. syst.: MPE-XL, Unix

Mini (95% of titles)

Man.: IBM

Oper. syst.: OS/400, Unix

Micro (5% of titles)

Man.: N/A

Oper. syst.: N/A

Price:

\$20,000 and over 100%

Origin of software

- All titles (2) provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 2
- Distribution of suppliers:
Que. (1), U.S.A. (2), Other countries (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: manufacturing (on order and on going), distribution

Sell to: VAR, 1 point of sale in Canada; and sell directly to end-users, 1 office service center

Other selling technique: sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1982

Range of annual sales: \$2 to 10 million,
software distribution: 50%

Employees: 13, software distribution: 15 %

Main activity: Value added reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training
- minimum number of copies already sold

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Important |
| • technical originality | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- software and user's guide translation
- training
- installing systems

Type of agreement:

Exclusive rights to Canada
Payment of royalties

SEA Limited

Headquarters:
2, Dundee Ave, P.O. Box. 13606, Station A
Mount Pearl (NF) A1B 4G1

Other office: Bedford

Contact:

Mr. James A. Duggan, Vice President Data Systems
Tel.: (709) 364-2075 Fax: (709) 364-8098

Software Line

Titles: 500, English

Application Software: general management, accounting, management and financial analyses, engineering, games, sales and marketing

Systems Software: communication, programming tools, operating systems, database management systems, accessories

Hardware:

Micro (100% of titles)

Man.: IBM, Zenith

Oper. syst.: Windows (50%), DOS (40%), OS/2 (10%)

Price:

less than \$100	5%
100-500	70%
500-1,000	20%
1,000-5,000	5%

Origin of software

- 493 titles provided from other suppliers
- Software Suppliers: 10
- Distribution of suppliers:
Que. (3), Mar. (7)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: for all types of clientèle

Sell to: distributors-wholesalers, 3 points of sale in Canada; and sell directly to end-users, 1 store and sales representatives

Other selling technique: telemarketing

Distribution of software sales:

NF (70%), NS (30%)

Profile

Founding: 1983

Range of annual sales: \$2 to 10 million,
software distribution: 30%

Employees: 40, software distribution: 2%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Hardware Maintenance
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new applications, new clients

Eligibility criteria:

- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Important |
| • originality of application | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |

Services offered to designer/supplier:

- advertising/promotion
- training
- installing systems

Type of agreement:

N/A

Sidus Systems Inc.

Headquarters:
25, Minthorn Court
Thornhill (Ont.) L3T 7N5

Other offices: Halifax, St-Laurent, Ottawa, Winnipeg, Calgary, Victoria, Vancouver

Software Line

Titles: 750, 150 French, 600 English

Application Software: general management, accounting, management and financial analyses, engineering, games, manufacturing, sales and marketing

Systems Software: communications, programming tools, operating systems, database management systems, accessories

Hardware:

Mini (10% of titles)

Man.: DEC, Astrix

Oper. syst.: VMS

Work Stations (10% of titles)

Man.: Astrix, Sun, Opus, Twincom

Oper. syst.: Sun

Micro (80% of titles)

Man.: Banyan, Unitrol, SCO, Lan Manager

Oper. syst.: Windows (30%), DOS (60%),

OS/2 (2%), Unix (8%)

Price:

less than \$100	10%
100-500	40%
500-1,000	30%
1,000-5,000	15%
5,000-10,000	5%

Origin of software

- All titles (60) provided from other suppliers
- Software Suppliers: 15
- Basic modules Suppliers: 5
- Distribution of suppliers: Ont. (14), West. Can. (2), U.S.A. (4)
- Buying 70% packaged software, ready for sale; 15% developed, not packaged and 15% not fully developed

Client base

Specialized fields: for all types of clientèle

Sell to: VAR, 3 points of sale in Canada; independent sales representatives, 50 points of sale; computer products retailers, 200 points of sale; and sell directly to end-users by branch offices, 7 points of sale

Distribution of software sales: NS, Man., Alb. (5% each), Que. (15%), Ont. (50%), BC (15%), Other countries (5%)

Contact:

Mr. Al Muzar, Vice President, Sales and Marketing
Tel.: (416) 882-1600 Fax: (416) 882-2429

Profile

Founding: 1981

Range of annual sales: \$10 million and over, software distribution: 20%

Employees: 130, distribution de logiciels: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Hardware Maintenance
- Help Desk
- Hardware Manufacturing
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications (ex.: DTP, WP, DBase, LAN), new types of title formats (packaged or not), new hardware

Eligibility criteria:

- documentation
- technical assistance
- training
- software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • originality of application | Essential |
| • size of targeted market | Important |
| • technical originality | Important |
| • required sales effort | Useful |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- technical assistance
- training
- installing systems

Type of agreement:
Terms

Siga Informatique (1990) Inc.

Headquarters:
784, Principale
Wickham (Qué.) J0C 1S0

Contact:
Mr. Richard Messier, General Director
Tel.: (819) 398-6804 Fax: (819) 398-5227

Software Line

Titles: 5, French-English

Application Software: accounting, farm management

Hardware:

Micro (100% of titles)

Man.: Fujikama oper. syst.: DOS (100%)

Price:

1,000-\$5,000 100%

Origin of software

At the moment, the firm distributes only its own products (softwares and/or basic modules).

So it doesn't have any product suppliers but is open to any future prospect with potential suppliers (see "Software in demand" section).

Client Base

Specialized fields: agricultural producers (farmers), suppliers enterprises for the farm (seeds, fertilizing, equipments)

Sell: directly to end-users, 12 sales representatives

Distribution of software sales:

Que. (97%), Ont. (2%), NB. (1%)

Profile

Founding: 1981

Range of annual sales: \$500,000 to 2 million, software distribution: 60% (from its own products)

Employees: 10, software distribution: 70%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Hardware Retailing

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles similar to those of the catalogue

Eligibility criteria:

- documentation
- technical assistance
- training
- Software updating services

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • size of targeted market | Essential |
| • required sales effort | Essential |
| • originality of application | Important |
| • technical originality | Important |
| • marketing plan of designer/supplier | Useful |

Services offered to designer/supplier:

- marketing/promotion
- technical assistance
- software and user's guide translation
- training
- installing system

Type of agreement:

Exclusive right to other countries
Partnership type agreement

St-Clair Interactive Communications

Headquarters:
150, Laird Drive
Toronto (Ont.) M4G 3V7

Software Line

Titles: 16, English

Application Software: multimedia authoring

Systems Software: graphics

Hardware:

Micro (100% of titles)

Man.: IBM/compatibles

Oper. syst.: Windows, DOS

Other: Amiga (syst.)

Price:

100-\$500 60%

500-1,000 20%

1,000-5,000 20%

Origin of software

- 11 titles provided from other suppliers
- Software Suppliers: 4
- Basic modules Suppliers: 2
- Distribution of suppliers: Ont. (2), U.S.A. (4)
- Buying 40% packaged software, ready for sale; 40% developed, not packaged and 20% not fully developed

Client Base

Specialized fields: major corporations using enhanced graphics, desktop video, multimedia authoring

Selling technique: Project specification

Distribution of software sales: Ont. (57%), U.S.A. (38%), Other countries (5%)

Contact:

Mr. H. Douglas Peter, President

Tel.: (416) 423-7825 Fax: (416) 422-2370

Profile

Founding: 1982

Range of annual sales: \$500,000 to 2 million, software distribution: 18%

Employees: 15, software distribution: 100%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Multimedia VAR

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules and new applications

Eligibility criteria:

- marketing plan
- documentation
- technical assistance

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • required sales effort | Essential |
| • originality of application | Essential |
| • marketing plan of designer/supplier | Essential |
| • size of targeted market | Useful |
| • technical originality | Useful |

Service offered to designer/supplier:

- advertising/promotion
- installing systems

Type agreement:

Payment of royalties

Partnership type agreement

Symtec Canada

Headquarters:
3253, Lacombe
Montréal (Qué.) H3T 1L6

Contact:

Mr. Michel Virard, General Director

Tel.: (514) 343-4571 Fax: (514) 342-6248

Software Line

Titles: 3, 1 French, 2 English

Application Software: engineering, manufacturing

Hardware:

Mini (40% of titles)

Man.: DEC, IBM, HP, Bull

Oper. syst.: VMS, MPE, Unix, SE IBM367138

AS 400

Micro (60% of titles)

Man.: Everex

Oper. syst.: DOS (50%), Unix (50%)

Price:

1,000-\$5,000 30%

20,000 and over 70%

Origin of software

- All titles (3) provided from other suppliers
- Software Suppliers: 2
- Basic modules Suppliers: 2
- Distribution of suppliers:
U.S.A. (2), Other countries (1)
- Buying mainly packaged software, ready for sale

Client Base

Specialized fields: manufacturing, transformation, transport

Sell: directly to end-users, 1 office service center and sales representatives

Distribution of software sales: Que. (100%)

Profile

Founding: 1987

Range of annual sales: \$500,000 to 2 million, software distribution: 25%

Employees: 4, software distribution: 50%

Main activity Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Software Operation Training
- Industrial engineering (simulations, automation)

Software In demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, new applications (ex.: site management, personal management)

Eligibility criteria:

- documentation
- technical assistance
- minimum number of copies already sold

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • originality of application | Essential |
| • technical originality | Important |
| • required sales effort | Important |
| • size of targeted market | Useful |

Services offered to designer/supplier:

- training
- installing systems

Type of agreement:

Exclusive rights to Quebec

Symtech Computers

Headquarters:
365 Evans, Suite L-3
Etobicoke (Ont.) M8Z 1K2

Other offices: Toronto, Ottawa

Software Line

Titles: 24, 9 French, 15 English

Application Software: general management, accounting, management and financial analyses, sales and marketing

Systems Software: communications, programmings tools, operating systems, database management systems, accessories

Hardware:

Mainframes (% of titles: N/A)

Man.: N/A oper. syst.: SCO, Supra SQL, 4th GIL

Mini (% of titles: N/A)

Man.: N/A oper. syst.: Maytis

Work Stations (15% of titles)

Man.: Sun Microsystems, HP, DEC, IBM

Oper. syst.: N/A

Micro (60% of titles)

Man.: Word Perfect, Central Point, Comput. Assoc.

Oper. syst.: Windows (20%), DOS (60%),

Unix (20%)

Price:

100-\$500	60%
500-1,000	15%
1,000-5,000	25%

Origin of software

- 20 titles provided from other suppliers
- Software Suppliers: 6
- Basic modules Suppliers: 5
- Distribution of suppliers: Que. (5), U.S.A. (2)
- Buying mainly packaged software, ready for sale

Client base

Specialized fields: for all types of clientèle

Sell: directly to end-users by sale representatives,
2 points of sale in Canada

Distribution of software sales:

Que. (15%), Ont. (80%), Alb. (5%)

Contact:

Mr. Rod Abarca, Manager Sales/Marketing

Tel.: (416) 252-1101 Fax: (416) 252-1105

Profile

Founding: 1977

Range of annual sales: \$500,000 to 2 million,
software distribution: 20%

Employees: 7, software distribution: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Consulting
- Hardware Maintenance
- Hardware Manufacturing
- Hardware Retailing
- Manufacturer's Agent

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, new applications developed by an other firms using its own basic modules, new types of title formats (packaged or not)

Eligibility criteria:

- documentation
- software updating services

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • size of targeted market | Essential |
| • originality of application | Essential |
| • technical originality | Important |
| • required sales effort | Important |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance

Type of agreement:

Non exclusive rights

Tayson Systems Inc.

Headquarters:
275, Comstock Road
Scarborough (Ont.) M1L 2H2

Software Line

Titles: 20, English

Application Software: sales and marketing, advertising/publication, access/training

Systems Software: database management systems

Hardware:

Work Stations (15% of titles)

Man.: N/A

Oper. syst.: Unix

Micro (85% of titles)

Man.: IBM/compatibles

Oper. syst.: DOS (90%), Unix (10%)

Price:

less than \$100 20%

1,000-5,000 70%

10,000-20,000 10%

Origin of software

- All titles provided from other suppliers
- Software Suppliers: 5
- Distribution of suppliers: Ont. (4), U. S.A. (1)
- Buying 10% packaged software, ready for sale and 90% developed, not packaged

Client base

Specialized fields: for all types of clientèle

Sell to: VAR, points of sale in U.S.A.; independent sales representatives, 1 point of sale in Canada; and sell directly to end-users by sales representatives, 1 point of sale

Other selling technique: telemarketing

Distribution of software sales: Ont. (10%), U.S.A. (85%), Other countries (5%), Asia, Pacific

Contact:

Mr. Peter Richardson, President

Tel.: (416) 288-0550 Fax: (416) 751-8460

Profile

Founding: 1987

Range of annual sales: \$100,000 to 500,000, software distribution: 60%

Employees: 3, software distribution: 30%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Publishing
- Software Consulting
- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new basic modules, similar to products of its catalogue type

Eligibility criteria:

- technical assistance

Evaluation criteria:

- | | |
|------------------------------|-----------|
| • technical originality | Important |
| • originality of application | Essential |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Payment of royalties

Thede Ward Systems Inc.

Headquarters:
1069, Wellington Rd S., Suite 219
London (Ont.) N6E 2H6

Software Line

Titles: 17, English

Application Software: general management, accounting, distribution, agriculture

Systems Software: database management systems, operating systems

Hardware:

Mini (100% of titles)

Man.: Ultimate, NCR, Bull, HP
Oper. syst.: Pick

Micro (100% of titles)

Man.: 286/386
Oper. syst.: N/A

Price:

1,000-\$5,000	30%
5,000-10,000	50%
10,000-20,000	20%

Origin of software

- 7 titles provided from other suppliers
- Software Suppliers: 3
- Basic modules Suppliers: 2
- Distribution of suppliers: Ont. (2), U. S.A. (2)
- Buying 80% packaged software, ready for sale and 20% not fully developed

Client base

Specialized fields: agriculture such as grain elevator, country co-op, fertilizer dealer, farm supplies

Sell: directly to end-users by sales representatives, 1 point of sale

Distribution of software sales: Ont. (50%), Man. (10%), Alb. (5%), U.S.A. (35%)

Contact:

Mr. Martin Ward, President

Tel.: (519) 681-5216 Fax: (519) 681-5233

Profile

Founding: 1990

Range of annual sales: \$500,000 to 2 million, software distribution: 50%

Employees: 7, software distribution: 50%

Main activity: Value Added Reseller (VAR)

Other activities:

- Designing of Application/Systems Software
- Software Operation Training
- Help Desk

Software in demand

For distribution, the firm is ready to consider products which answer the following criteria:

Types of products: new software titles, new basic modules, similar to products of its catalogue type

Eligibility criteria:

- documentation
- technical assistance
- training

Evaluation criteria:

- | | |
|---------------------------------------|-----------|
| • technical originality | Important |
| • required sales effort | Important |
| • marketing plan of designer/supplier | Important |
| • size of targeted market | Useful |
| • originality of application | Useful |

Services offered to designer/supplier:

- advertising/promotion
- technical assistance
- training
- installing systems

Type of agreement:

Non exclusive rights
Payment of royalties

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Exclusive rights to Atlantic Canada

Barry Mooney & Associates, Inc F-128

Exclusive rights to British Columbia

Interpretex Resources Ltd F-23

Exclusive rights to Manitoba Educational Market

Integrated Media Distribution Distance
Education and Technology Branch F-53

Exclusive rights to other countries

01 Communications F-63
Acom Computer Systems Ltée (Services Informatiques) F-1
Agoratech Canada Inc. F-37
Bachal Telematic Inc. F-4
C.T.S. Corporate Telemarketing Inc. F-131
Capa Software Publishing Corp. F-79
ComPort International F-42
DKW Systems Corporation F-85
Edit Inc. F-64
ISD Marketing Inc. F-97
Ledhar Systems Corporation F-9
Logisque Inc. F-90
Siga Informatique (1990) Inc. F-160
SoftCode F-60
Syspro Impact Software Inc. F-67
Varnet Canada Inc. F-20

Exclusive rights to the East of Quebec

Groupe Hamel/Ross (le) F-50

Exclusive rights to Western Canada

Edupro Software Ltd F-27
GDS & Associates Systems Ltd F-22
Group West Systems Ltd F-49

Exclusive rights to Canada

01 Communications F-63
A Jour Inc. F-66
Acom Computer Systems Ltée (Services Informatiques) F-1
Adapt Inc. F-36
Agoratech Canada Inc. F-37
AVEC Technical Services F-38
Beamscope Canada Inc. F-39
Brass Tack Software Inc. F-76
C.T.S. Corporate Telemarketing Inc. F-131
Capa Software Publishing Corp. F-79
CDP Communications Inc. F-41
Centre de Recherche Appliquée pour l'Ordinateur (CRAPO) F-80
CGS Micro-technologies F-134
Communication Services Inc. F-135
ComnetIX Computer Systems Inc. F-44
Computime F-81
Cosmopole Communications F-83
Cybernétique Inc. F-45
D.L.L. International Inc. F-84
Dallmar Instruments Inc. F-46
Datatrak Systems Inc. F-121
DKW Systems Corporation F-85
Drake Network Systems F-47
Edit Inc. F-64
Editions FM F-87
EMJ Data Systems Ltd F-46
Entreprises De Vinci (Les) F-140
Esocom Systems Corporation F-123
Gest-Mac Inc. F-144
Infomicro F-92
Ingram Micro Inc. F-52
Irisco F-96
ISD Marketing Inc. F-97
IST-Groupe Santé F-8
Kanatex F-149
Ledhar Systems Corporation F-9
Logisque Inc. F-90
M.A.P.P. (Manufacturers Automation Peripheral Products) F-55
Mailing Innovations Ltd F-56
Meridian Computer Corp. F-57
Parkridge Computer F-58
Real Data Systems Inc. F-165
Rockwood Software Limited F-66
Roy, Bourassa & Associés F-59
Sages Informatique Canada Inc. F-166
Servi-Comp Inc. F-124
Services Techniques Informatiques STI Inc. F-112
SoftCode F-60
Syspro Impact Software Inc. F-67
Systèmes Géostat International Inc. F-115
Tracs Computer Distribution Inc. F-62
Varnet Canada Inc. F-20

Exclusive rights to Quebec

3-Soft Inc. F-35
Association provinciale des constructeurs d'habitations du Québec Inc. (APCHQ) F-3
Futur Byte Informatique Inc. F-28
Informatique Vear & Spence Inc. F-51
Logiciels Vision (Les) F-65
Micro-Boutique F-154
Prognosis Inc. F-15
Société GRICS F-16
Symtec Canada F-171

International sales

MicroQué Inc. F-104

Joint Marketing Agreements

Berclair Inc., (Le Groupe) F-5
Tandem Computers F-116

Joint rights

DKW Systems Corporation F-85

Local exclusive rights

AIS Consulting Ltd F-125
Amérique Micro Informatique F-127
Bitimpex Inc. F-40
Consultants Androké Inc. (Les) F-82
Humana Computer Support Inc. F-7
Integrated Media Distribution Distance
Education and Technology Branch F-53

No exclusive rights

ASM Informatique Inc. F-72
Brant Computer Services Limited F-129
Calculus, Cie d'Informatique Ltée F-132
Géosystèmes Inc. F-143
Godin London Incorporated F-146
Imatex Communications Inc. F-91
Kintex Systems F-31
Mainframe Associates Ltd F-101
MicroQué Inc. F-104
MKS Compu-Group Inc. F-105
[MKS Informatique Inc.]
Precise Software Technologies Inc. F-14
QANTEL Canada Inc. F-106
Sable Maritime Limited F-108
Symtech Computers F-172
Thede Ward Systems Inc. F-174
Wang Canada Limited F-119

No exclusive rights to Canada

ASW Computer Systems Ltd F-73
JB Marketing F-54

O.E.M. type agreement

Tandem Computers F-116

On client's request

Communications Duo du Canada Ltée (Duocom)
F-43
Ordinateurs Hypocrat Inc. (Les) F-156
Procom F-160

Partnership type agreement

Advanced System Integrations (ASI) Corp. F-60
Amérique Micro Informatique F-127
Andersen Consulting F-70
[Andersen Conseil]
ASM Informatique Inc. F-72
Bluesymbolics Communication International
F-120
Brass Tack Software Inc. F-76
Business Software Ltd F-77
CANVEON Systems Inc. F-78
CIDG Inc. F-6
Computerland Direct F-25
Cosmopole Communications F-83
Cybernétique Inc. F-45
D.L.L. International Inc. F-84
Electronique (1984) Inc. F-138
DKW Systems Corporation F-85
EMJ Data Systems Ltd F-46
Entreprises De Vinci (Les) F-140
Equatorial Canada Ltd F-141
Futur Byte Informatique Inc. F-28
Group West Systems Ltd F-49
Groupe Hamel/Ross (le) F-50
Informatique Multiflex Inc. F-63
Intergraph Canada Limitée F-94
ISD Marketing Inc. F-97
Logiciels Vision (Les) F-65
Magi Ltée F-100
Meridian Computer Corp. F-57
Micro-Boutique F-154
Micro-Logic d'application MLA Inc. F-155

Micro-Solutions F-32
 Professional Team Solutions, Inc F-161
 Rockwood Software Limited F-66
 Services Techniques Informatiques STI Inc.
 F-112
 Siga Informatique (1990) Inc. F-169
 Solution Informatique 4GL Inc. F-17
 St-Clair Interactive Communications F-170
 Sun Microsystems du Canada Ltée F-18
 Syspro Impact Software Inc. F-67

Payment of royalties

01 Communications F-63
 A Jour Inc. F-98
 Acom Computer Systems Ltée (Services
 Informatiques) F-1
 Adapt Inc. F-36
 Andersen Consulting F-70
 [Andersen Conseil]
 Association provinciale des constructeurs
 d'habitations du Québec Inc. (APCHQ) F-3
 ASW Computer Systems Ltd F-73
 Bachal Telematic Inc. F-4
 Blissymbolics Communication International
 F-120
 Brant Computer Services Limited F-129
 Brass Tack Software Inc. F-76
 C.O.S. Computer Solutions Inc. F-130
 C.T.S. Corporate Telemarketing Inc. F-131
 CANSYS F-133
 Capa Software Publishing Corp. F-79
 CDP Communications Inc. F-41
 Centre de Recherche Appliquée pour
 l'Ordinateur (CRAPO) F-80
 CIDG Inc. F-6
 Circuit Design Corp. (CDC) F-139
 [Dessin Circuit Corp.]
 Com:Port International F-42
 Communication Services Inc. F-135
 Computertime F-81
 Control Data Canada Ltd F-26
 D.I.L. International Inc. F-84
 DKW Systems Corporation F-85
 Dominis Engineering Ltd F-86
 Edit Inc. F-64
 Editions FM F-87
 Escom/Datasense F-142
 Gestion Infoglia Ltée F-145
 Groupe Informatique ACGL Inc. (Le) F-29
 Humana Computer Support Inc. F-7
 Infomicro F-62
 Informatique Vear & Spence Inc. F-51
 Innovus Inc. F-147
 Intergraph Canada Limitée F-94
 ISD Marketing Inc. F-97
 Lethar Systems Corporation F-9
 Logidisque Inc. F-90
 Lyle Jennings Associates Inc. F-150
 Mai Canada Ltd/Ltée F-151
 Mainframe Associates Ltd F-101
 MAS Informatiques F-11
 Meridian Computer Corp. F-57
 Micro-Logie d'application MLA Inc. F-155
 Microsystèmes Sittel Ltée (Lea) F-13
 PM Sulcs F-157
 Prime/Computervision Canada Ltd F-159
 Profitable Business Systems F-162
 Prograis Inc. F-15
 QANTEL Canada Inc. F-106
 Real Data Systems Inc. F-165
 Roy, Bourassa & Associés F-59
 S.M.D. Informatique Inc. F-107
 Sable Maritime Limited F-108
 Sages Informatique Canada Inc. F-106
 Servi-Comp Inc. F-124
 Services Informatiques Paris F-111
 Services Techniques Informatiques STI Inc.
 F-112
 Société GRICS F-16

St-Clair Interactive Communications F-170
 Syngespro Informatique F-19
 Syspro Impact Software Inc. F-67
 Systèmes Informatiques Jean Desharnais Inc.
 F-24
 Systèmes Géostat International Inc. F-115
 Tayson Systems Inc. F-173
 Thede Ward Systems Inc. F-174
 Trellisys Technologies F-117
 Vigie Informatique Ltée F-21

Software House

Tandem Computers F-116

Split on sales

Exocom Systems Corporation F-123

Technology transfert

DKW Systems Corporation F-85

Terms

Sidus Systems Inc. F-168

Value-Added Reseller type agreement

Algo Design Inc. F-126
 Becterm Inc. F-75
 Compatible Computers F-136
 Saleslink Systems Inc. F-109
 Tandem Computers F-116

CROSS-REFERENCE TABLES

LOCATION

COMPANY NAME	Head Office										Canadian Office									
	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia
01 Communications F-63															2					
3-Soft Inc. F-35					x															
A jour Inc. F-98					x				x											
Accounting By Graphics F-68																				
Acom Computer Systems Ltée F-1					x															
Adapt Inc. F-36					x															
Advanced System ... F-69						x														
Agoratech Canada Inc. F-37					x														1	
ALS Consulting Ltd F-125					x				x						1				2	2
Algo Design Inc. F-126					x										1	1				
Amérique Micro ... F-127					x										1					
Andersen Consulting F-70					x															
Arilog Inc. F-71					x															
Artic Data Corporation F-2					x										1					
ASM Informatique Inc. F-72					x															
APCHQ F-3					x															
ASW Computer Systems Ltd F-73							x								3	2	1		1	1
AT&T Canada Inc. F-74						x														
AVEC Technical Services F-38						x										1				
Bachal Telematic Inc. F-4					x															
Barry Mooney ... F-128	x													1	1	2			2	1
Beamscope Canada Inc. F-39						x														
Becterm Inc. F-75					x										1	1				1
Berclain Inc. ... F-5					x										1					
Bitimpex Inc. F-40					x										2	5	1		1	2
Blissymbolics ... F-120						x										1	1		1	
Brant Computer Services... F-129						x														
Brass Tacks Software Inc. F-76						x														
Business Software Ltd F-77	x																			
C.O.S. Computer ... F-130						x														
C.T.S. Corporate ... F-131																				
Calculus... F-132					x															
CANSYS F-133						x														
CANVEON Systems Inc. F-78						x										2	1			
Capa Software ... F-79								x												

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LOCATION

COMPANY NAME	Head Office										Canadian Office									
	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia
Futur Byte ... F-28					x														1	
GDS & Associates ... F-22																		1	1	
Generation 5 Technology... F-89					x															
Géosystèmes Inc. F-143					x															
Gest-Mac Inc. F-144					x															
Gestion Infogila Ltée F-145					x															
Godin London Inc... F-146																				
Group West Systems Ltd F-49																				
Groupe Hamel/Ross F-50																				
Groupe Informatique ACG... F-29					x															
Halley's Technologies Inc. F-30					x															
Humana Computer ... F-7																				
Hyper Technologies Inc. F-90																				
Imatex Communications... F-91																				
Infomicro F-92					x															
Informatique Multi-Hexa... F-93					x															
Informatique Year... F-51					x															
Ingram Micro Inc. F-52					x															
Innovus Inc. F-147																				
Integratech Cabinet ... F-148					x															
Integrated Media... F-53																				
Intergraph Canada ... F-94																				
Intermag Inc. F-95																				
Interpretex... F-23					x															
Irisco F-96																				
ISD Marketing Inc. F-97																				
ISI-Groupe Santé F-8																				
JB Marketing F-54																				
Kanatek F-149																				
Kintec Systems F-31																				
Ledhar Systems... F-9																				
Logibro Inc. F-10																				
Logiciels Vision ... F-65																				
Logidisque Inc. F-99					x															
Lyle Jennings... F-150					x															

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[illegible]

LOCATION

COMPANY NAME	Head Office										Canadian Office									
	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia	Newfoundland	Nova Scotia	Prince-Edward-Island	New Brunswick	Quebec	Ontario	Manitoba	Alberta	Saskatchewan	British Columbia
Sable Maritime... F-108																				
Sages Informatique... F-166					x															
Saleslink Systems... F-109					x															
SEA Limited F-167	x																			
Seis-Pro ... F-110									x											
Servi-Comp Inc. F-124					x															
Services Informatiques... F-111					x															
Services Techniques... F-112					x															
Sidus Systems Inc. F-168					x															
Siga Informatique... F-169					x															
Société GRICS F-16					x															
SoftCode F-60						x														
Software Plus F-61																				
Solution Informatique... F-17					x															
SRC Software ... F-113																				
St-Clair Interactive... F-170						x														
Sun Microsystems ... F-18						x														
Symtec Canada F-171						x														
Symtech Computers F-172						x														
Synapse Computer... F-33																				
Syspro Informatique F-19					x															
Syspro Impact ... F-67																				
Systèmes Géostat... F-115					x															
Systèmes Informatiques... F-24					x															
Tactique Informatique F-34					x															
Tandem Computers F-116					x															
Tayson Systems Inc. F-173					x															
Thede Ward Systems Inc. F-174					x															
Tracs Computer... F-62																				
TrelliSys Technologies F-117					x															
TSI Software Ltd F-118																				
Varnet Canada Inc. F-20					x															
Vigie Informatique Ltée F-21					x															
Wang Canada Limited F-119						x														

APPLICATION AND SYSTEMS SOFTWARES

COMPANY NAME	Application softwares										Systems Softwares					
	General management	Accounting	Distribution	Man. & financial analyses	Property management	Engineering	Games	Manufacturing	Sales and marketing	Other	Communications	Programming tools	Operating systems	Databases man. systems	Assessories	Other
01 Communications F-63	x					x		x								
3-Soft Inc. F-35	x			x		x		x	x		x	x	x	x	x	
A jour Inc. F-98	x	x		x							x	x	x	x		
Accounting By Graphics F-68		x														
Acom Computer Systems Ltée F-1	x	x	x	x												
Adapt Inc. F-36	x				x			x								
Advanced System Integration ... F-69				x					x		x			x		
Agoratech Canada Inc. F-37									x		x			x		
AIS Consulting Ltd F-125	x	x	x					x								
Algo Design Inc. F-126	x	x	x					x	x				x	x		
Amérique Micro Informatique F-127		x									x	x	x	x		
Andersen Consulting F-70	x	x	x	x				x	x	x	x					
Ardilog Inc. F-71									x							
Artic Data Corporation F-2	x	x	x					x	x		x		x	x		
ASM Informatique Inc. F-72	x	x	x											x		
APCHQ F-3	x	x														
ASW Computer Systems Ltd F-73					x											
AT&T Canada Inc. F-74	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
AVEC Technical Services F-38	x							x	x				x	x		x
Bachal Telematic Inc. F-4					x	x					x	x			x	x
Barry Mooney ... F-128	x	x		x	x	x			x	x	x	x	x	x		
Beamscope Canada Inc. F-39		x				x			x	x				x	x	
Becterm Inc. F-75	x	x													x	
Berclair Inc. ... F-5								x								
Bitimpex Inc. F-40	x	x	x	x		x	x	x			x	x	x	x	x	
Blissymbolics ... F-120										x						
Brant Computer Services... F-129		x	x	x	x				x							
Brass Tacks Software Inc. F-76	x							x								
Business Software Ltd F-77	x	x	x	x					x		x	x		x		
C.O.S. Computer ... F-130		x	x					x			x		x	x	x	x
C.T.S. Corporate ... F-131		x						x	x		x	x	x	x	x	
Calculus... F-132	x	x	x						x							
CANSYS F-133	x	x	x					x	x	x		x		x		
CANVEON Systems Inc. F-78								x	x	x				x		
Capa Software ... F-79	x	x		x	x						x		x			
CDP Communications Inc. F-41											x	x			x	
CRAPO F-80									x							
CGS Micro-technologies F-134	x	x		x							x			x		
CIDG Inc. F-6									x						x	
Circuit Design Corp. F-139		x	x		x	x		x								
Com:Port International F-42										x	x	x		x		x
Communication Services... F-135	x	x									x	x				
ComnetX Computer ... F-44	x			x						x						
Compatible Computers F-136	x	x	x	x	x	x	x	x	x		x	x	x	x	x	
Computerland Direct F-25	x	x	x	x	x	x	x	x	x		x	x	x	x	x	
Computertime F-81		x								x		x				x
Computing Made Simple F-137		x			x					x				x		
Consultants Androide Inc. ... F-82	x	x	x	x				x	x							
Control Data Canada Ltd F-26						x		x		x						
Cosmopole Communications F-83								x	x	x						x
Cybermétique Inc. F-45	x	x				x		x	x				x	x	x	
D.I.L. International Inc. F-84	x					x	x			x	x	x				
Dalimar Instruments Inc. F-46					x									x		
Datatrak Systems Inc. F-121	x				x			x						x		
Dectronique (1984) Inc. F-138	x	x	x	x	x						x	x	x	x	x	
Digiware Inc. F-122		x								x	x				x	x
DKW Systems Corporation F-85									x							
Dominis Engineering Ltd F-86					x											

APPLICATION AND SYSTEMS SOFTWARES

COMPANY NAME	Application softwares										Systems Softwares					
	General management	Accounting	Distribution	Man. & financial analyses	Property management	Engineering	Games	Manufacturing	Sales and marketing	Other	Communications	Programming tools	Operating systems	Databases man. systems	Assessories	Other
Drake Network Systems F-47											x	x				x
Duocom ... F-43										x						
Edit Inc. F-64										x						
Editions FM F-87										x						
Edupro Software Ltd F-27									x	x			x			
ELM Computer ... F-88		x						x		x			x			
EMJ Data Systems... F-48					x					x			x			
Entreprises Da Vinci F-140								x		x						
Equatorial Canada Ltd F-141		x				x				x			x	x		
Escom/Datasense F-142	x									x				x		
Exocom Systems ... F-123										x	x	x	x	x		
Fortunes 1000... F-114		x									x				x	
Futur Byte ... F-28		x	x							x						
GDS & Associates ... F-22				x					x					x	x	
Generation 5 Technology... F-89				x	x	x				x				x		x
Géosystèmes Inc. F-143								x		x						
Gest-Mac Inc. F-144			x													
Gestion Infoqila Ltée F-145	x	x	x	x					x							
Godin London Inc... F-146	x	x		x				x								
Group West Systems Ltd F-49		x	x	x					x		x	x				x
Groupe Hamel/Ross F-50										x						
Groupe Informatique ACGL... F-29	x	x	x					x	x							
Halley's Technologies Inc. F-30					x											
Humana Computer ... F-7	x	x							x				x	x	x	
Hyper Technologies Inc. F-90	x								x							
Imatex Communications... F-91									x				x			
Infomicro F-92	x	x	x	x					x	x			x			
Informatique MultiHexa... F-93									x							
Informatique Year... F-51	x	x	x	x					x							
Ingram Micro Inc. F-52	x	x	x	x	x	x	x	x	x		x	x	x	x	x	
Innovus Inc. F-147										x				x		x
Integratech Cabinet ... F-148												x	x	x		
Integrated Media... F-53										x						
Intergraph Canada ... F-94	x				x	x		x		x	x	x	x	x	x	
Intermatiq Inc. F-95	x	x	x	x					x							
Interpretex... F-23										x						
Irisco F-96					x						x				x	
ISD Marketing Inc. F-97										x						
IST-Groupe Santé F-8	x	x		x	x					x						
JB Marketing F-54	x	x		x					x		x	x	x	x	x	
Kanatek F-149											x	x	x		x	x
Kintec Systems F-31	x	x	x	x	x	x	x		x		x	x	x	x	x	
Ledhar Systems... F-9	x	x								x						
Logibro Inc. F-10	x			x						x	x	x	x	x	x	
Logiciels Vision ... F-65		x	x							x			x			
Logidisque Inc. F-99	x	x				x				x						
Lyle Jennings... F-150		x								x						
M.A.P.P.... F-55								x					x			
Mage Ltée F-100	x									x				x	x	
Mai Canada Ltée F-151		x	x					x			x	x				
Mailing Innovations... F-56					x			x								
Mainframe Associates Ltd F-101										x						
Management Systems Inc. F-152		x	x					x					x			
Markson Skolnick F-153	x	x	x	x				x			x	x	x	x		
Martin Ford ... F-102		x								x						
MAS Informatiques F-11	x	x	x							x						
Mastercom Consulting F-12																x
Meridian Computer... F-57	x	x		x	x					x						

APPLICATION AND SYSTEMS SOFTWARES

COMPANY NAME	Application softwares										Systems Softwares				
	General management	Accounting	Distribution	Man. & financial analyses	Property management	Engineering	Games	Manufacturing	Sales and marketing	Other	Communications	Programming tools	Operating systems	Databases man. systems	Assesories
Micro-Boutique F-154		x				x		x		x					
Micro-Logic ... F-155						x									
Micro-Solutions F-32	x	x	x	x		x	x	x	x		x	x	x	x	x
Microlynx Systems Ltd F-103											x				
MicroQué Inc. F-104									x				x		x
Microsystèmes Sittel... F-13					x						x			x	
MKS Compu-Group Inc. F-105		x	x		x			x	x						
Ordinateurs Hypocrat... F-156	x	x		x	x										
Parkridge Computer F-58									x						
PM Sulcs F-157		x	x	x	x										
Polymathic Group F-158	x	x	x	x							x	x	x	x	x
Precise Software ... F-14					x						x	x			
Prime Computer ... F-159	x	x	x		x			x			x	x	x	x	x
Procom F-160	x	x	x	x					x		x		x	x	x
Professional Team... F-161		x	x					x			x		x	x	
Profitable Business... F-162		x	x					x			x	x			
Programmable... F-163					x								x		
Prosys Inc. F-15		x		x				x		x	x			x	x
Qantel Canada Inc. F-106	x	x	x	x				x	x				x	x	
RAM Software F-164		x		x					x	x					
Real Data Systems Inc. F-165			x		x			x			x		x		
Rockwood Software F-66		x							x						x
Roy, Bourassa... F-59															x
S.M.D. Informatique ... F-107		x	x						x		x	x			
Sable Maritime... F-108					x										
Sages Informatique... F-166		x	x		x	x	x				x	x		x	
Saleslink Systems... F-109	x	x		x				x	x	x	x	x		x	
SEA Limited F-167	x	x		x		x	x		x		x	x	x	x	x
Seis-Pro ... F-110									x						
Servi-Comp Inc. F-124	x	x	x	x				x	x	x	x	x		x	x
Services Informatiques... F-111	x	x	x	x	x			x	x	x	x	x	x	x	x
Services Techniques... F-112	x			x		x		x			x		x		
Sidus Systems Inc. F-168	x	x		x		x	x	x	x		x	x	x	x	x
Siga Informatique... F-169		x							x						
Société GRICS F-16	x	x	x	x	x				x	x					
SoftCode F-60	x	x	x	x		x	x		x		x	x		x	x
Software Plus F-61	x	x				x			x	x	x	x	x	x	x
Solution Informatique... F-17	x														
SRC Software ... F-113									x						
St-Clair Interactive... F-170															x
Sun Microsysteme ... F-18											x	x	x		x
Symtec Canada F-171						x		x							
Symtech Computers F-172	x	x		x				x			x	x	x	x	x
Synapse Computer... F-33	x	x		x		x	x		x		x	x	x	x	x
Sysgespro Informatique F-19	x	x	x	x				x	x		x	x	x	x	x
Syspro Impact ... F-67		x	x					x							
Systèmes Géostat... F-115					x										
Systèmes Informatiques... F-24	x	x						x		x	x	x	x	x	x
Tactique Informatique F-34	x	x				x		x			x	x	x	x	x
Tandem Computers F-116											x	x	x	x	x
Tayson Systems Inc. F-173								x	x					x	
Thede Ward Systems Inc. F-174	x	x	x						x					x	x
Tracs Computer... F-62									x	x					x
TrelliSys Technologies F-117	x	x	x	x		x		x				x	x		
TSL Software Ltd F-118									x						
Varnet Canada Inc. F-20		x	x	x				x							
Vigie Informatique Ltée F-21	x	x	x	x				x	x	x		x			
Wang Canada Limited F-119	x	x	x	x	x			x	x		x	x	x	x	

HARDWARE AND OPERATING SYSTEMS

COMPANY NAME	Hardware					Operating Systems					
	Mainframe	Mini	Work Station	Micro	Other	Windows	DOS	OS2	Unix	Mac	Other
01 Communications F-63			x	x		x	x		x		x
3-Soft Inc. F-35				x		x	x		x	x	
A jour Inc. F-98	x	x	x	x			x		x		x
Accounting By Graphics F-68				x			x				
Acom Computer Systems Ltée F-1		x	x	x					x		x
Adapt Inc. F-36			x	x			x		x		
Advanced System Integration ... F-69	x	x	x	x		x	x				x
Agoratech Canada Inc. F-37				x						x	
AIS Consulting Ltd F-125		x									x
Algo Design Inc. F-126		x		x					x		
Amérique Micro Informatique F-127				x			x				
Andersen Conseil F-70	x	x	x	x		x	x	x	x		x
Ardilog F-71				x			x				
Artic Data Corporation F-2				x			x		x		
ASM Informatique Inc. F-72			x	x			x		x		
APCHO F-3				x			x				
ASW Computer Systems Ltd F-73	x	x	x	x			x		x		x
AT&T Canada Inc. F-74		x		x	x			x	x		x
AVEC Technical Services F-38		x	x	x			x	x			x
Bachal Telematic Inc. F-4		x		x			x		x		
Barry Mooney ... F-128				x		x	x		x		
Beamscope Canada Inc. F-39				x		x	x			x	
Becterm Inc. F-75		x	x	x	x		x		x		
Berclair Inc. ... F-5		x	x	x					x		x
Bitimpex Inc. F-40		x		x		x	x		x		
Blissymbolics ... F-120				x			x			x	
Brant Computer Services... F-129		x		x			x		x		x
Brass Tacks Software Inc. F-76				x		x	x				
Business Software Ltd F-77		x		x							
C.O.S. Computer ... F-130		x		x			x		x		x
C.T.S. Corporate ... F-131				x		x	x			x	
Calculus... F-132		x		x			x		x		x
CANSYS F-133		x		x					x		
CANVEON Systems Inc. F-78		x	x	x			x	x	x		x
Capa Software ... F-79				x			x				
CDP Communications Inc. F-41	x	x		x		x	x	x			x
CRAPO F-80				x			x				
CGS Micro-technologies F-134				x		x	x	x			
CIDG Inc. F-6		x		x		x	x		x		x
Com:Port International F-42				x			x		x		
Communication Services... F-135				x			x				
Duocom ... F-43				x		x	x				
Comnetix Computer ... F-44			x	x				x		x	x
Compatible Computers F-136			x	x		x	x		x		
Computerland Direct F-25			x	x		x	x	x	x	x	x
Computertime F-81		x	x	x			x	x	x		x

HARDWARE AND OPERATING SYSTEMS

COMPANY NAME	Hardware					Operating Systems					
	Mainframe	Mini	Work Station	Micro	Other	Windows	DOS	OS/2	Unix	Mac	Other
Computing Made Simple F-137				x		x	x				
Consultants Androide Inc. ... F-82		x	x	x	x		x		x		
Control Data Canada Ltd F-26	x		x						x		x
Cosmopole Communications F-83				x			x				
Cybernétique Inc. F-45				x			x				
D.I.L. International Inc. F-84				x			x				
Dalimar Instruments Inc. F-46				x			x			x	
Datatrak Systems Inc. F-121				x			x				
Dectronique (1984) Inc. F-138			x	x		x	x				x
Dessin Circuit Corp. F-139		x	x	x				x	x		x
Digiware Inc. F-122		x		x		x	x		x		x
DKW Systems Corporation F-85	x	x	x	x			x	x	x		
Dominis Engineering Ltd F-86		x	x	x							
Drake Network Systems F-47	x	x	x	x		x	x	x	x	x	x
Edit Inc. F-64				x			x				
Editions FM F-87				x			x	x		x	
Edupro Software Ltd F-27				x		x	x			x	
ELM Computer ... F-88		x	x								x
EMJ Data Systems... F-48				x							
Entreprises Da Vinci F-140				x			x				
Equatorial Canada Ltd F-141				x		x	x			x	
Escom/Datasense F-142		x									
Exocom Systems ... F-123				x			x				x
Futur Byte ... F-28				x			x				
GDS & Associates ... F-22	x	x		x			x	x	x	x	x
Generation 5 Technology... F-89				x			x		x		
Géosystèmes Inc. F-143				x			x				
Gest-Mac Inc. F-144				x						x	
Gestion Infogila Ltée F-145				x	x		x				x
Godin London Inc... F-146			x	x			x				
Group West Systems Ltd F-49		x		x					x		x
Groupe Hamel/Ross F-50				x			x				
Groupe Informatique ACGL... F-29		x		x			x		x		
Halley's Technologies Inc. F-30				x		x	x				
Humana Computer ... F-7				x		x	x	x		x	
Hyper Technologies Inc. F-90				x			x				
Imatex Communications... F-91		x		x			x		x		x
Infomicro F-92				x			x		x		
Informatique MultiHexa... F-93				x			x				
Informatique Vear... F-51		x		x					x		x
Ingram Micro Inc. F-52		x	x	x		x	x	x	x	x	x
Innovus Inc. F-147		x		x					x		x
Integratech Cabinet ... F-148		x	x	x	x		x		x		x
Integrated Media... F-53				x							
Intergraph Canada ... F-94		x	x	x			x	x		x	x
Intermatiq Inc. F-95				x			x		x		

HARDWARE AND OPERATING SYSTEMS

COMPANY NAME	Hardware					Operating Systems					
	Mainframe	Mini	Work Station	Micro	Other	Windows	DOS	OS/2	Unix	Mac	Other
Interpretex... F-23				x			x				
Irisco F-96				x		x	x		x		
ISD Marketing Inc. F-97				x			x	x			
IST-Groupe Santé F-8	x	x		x					x		
JB Marketing F-54				x		x	x	x	x	x	
Kanatek F-149			x	x		x	x		x	x	
Kintec Systems F-31			x	x		x	x	x	x		
Ledhar Systems... F-9				x		x	x				
Logibro Inc. F-10		x	x	x			x		x		
Logiciels Vision ... F-65			x	x	x		x				x
Logidisque Inc. F-99				x			x			x	x
Lyle Jennings... F-150				x			x		x		
M.A.P.P.... F-55			x	x			x				
Mage Ltée F-100				x			x				
Mai Canada Ltée F-151									x		
Mailing Innovations... F-56		x		x			x				x
Mainframe Associates Ltd F-101				x							
Management Systems Inc. F-152		x		x			x				
Markson Skolnick F-153		x				x	x	x			
Martin Ford ... F-102		x		x		x		x		x	x
MAS Informatiques F-11				x			x				
Mastercom Consulting F-12	x	x		x	x						x
Meridian Computer... F-57				x		x	x	x			
Micro-Boutique F-154				x						x	
Micro-Logic ... F-155				x			x		x		
Micro-Solutions F-32			x	x		x	x			x	
Microlynx Systems Ltd F-103				x					x		
MicroQué Inc. F-104			x	x			x				
Microsystèmes Sittel... F-13				x		x	x	x			
MKS Informatique Inc. F-105			x	x			x		x		
Ordinateurs Hypocrat... F-156				x			x		x		
Parkridge Computer F-58		x	x	x			x		x		
PM Sulcs F-157		x		x					x		
Polymathic Group F-158				x		x	x				
Precise Software ... F-14			x			x	x		x		
Prime Computer ... F-159		x	x	x							
Procom F-160	x		x	x		x	x	x	x		
Professional Team... F-161		x			x				x		x
Profitable Business... F-162		x									
Programmable... F-163			x	x		x	x	x			
Progytis Inc. F-15		x		x			x				x
Qantel Canada Inc. F-106		x		x	x						x
RAM Software F-164		x		x					x		
Real Data Systems Inc. F-165				x		x	x				
Rockwood Software F-66				x		x	x				
Roy, Bourassa... F-59	x			x			x				x

HARDWARE AND OPERATING SYSTEMS

COMPANY NAME	Hardware					Operating Systems					
	Mainframe	Mini	Work Station	Micro	Other	Windows	DOS	OS/2	Unix	Mac	Other
S.M.D. Informatique ... F-107		x		x			x		x		x
Sable Maritime... F-108				x			x				
Sages Informatique... F-166	x	x		x				x	x		
Saleslink Systems... F-109		x		x					x		
SEA Limited F-167				x		x	x	x	x		
Seis-Pro ... F-110				x			x				
Servi-Comp Inc. F-124			x	x		x	x				
Services Informatiques... F-111				x		x	x	x			
Services Techniques... F-112		x	x	x			x		x		x
Sidus Systems Inc. F-168		x	x	x		x	x	x	x		x
Siga Informatique... F-169				x			x				
Société GRICS F-16	x	x		x			x	x			
SoftCode F-60				x		x	x			x	
Software Plus F-61				x		x	x			x	
Solution Informatique... F-17		x		x			x		x		x
SRC Software ... F-113				x			x			x	
St-Clair Interactive... F-170				x		x	x				
Sun Microsystème ... F-18			x						x		
Symtec Canada F-171		x		x			x		x		x
Symtech Computers F-172	x	x	x	x		x	x		x		x
Synapse Computer... F-33				x		x	x				
Sysgespro Informatique F-19		x		x			x		x		
Syspro Impact ... F-67		x	x	x			x		x		x
Systèmes Fortunes 1000... F-114				x			x			x	
Systèmes Géostat... F-115		x	x	x			x		x		
Systèmes Informatiques... F-24		x		x		x	x		x		
Tactique Informatique F-34				x		x	x				
Tandem Computers F-116	x	x		x		x	x		x		x
Tayson Systems Inc. F-173			x	x			x		x		
Theide Ward Systems Inc. F-174		x		x							x
Tracs Computer.... F-62				x		x	x				
TrelliSys Technologies F-117	x	x	x	x			x	x	x		x
TSI Software Ltd F-118				x			x				
Varnet Canada Inc. F-20	x	x	x	x			x	x	x		x
Vigie Informatique Ltée F-21		x		x			x		x		x
Wang Canada Limited F-119		x		x		x	x		x		

DISTRIBUTION

COMPANY NAME	Main Activities					Intermediaries					Sales directly to end-users					Sales Method
	Software Designer	Publisher	Manufacturer	Distributor-Wholesaler	Value-Added Reseller	Independent Reseller	Computer products retailer	Software retailer	General retailer, chain...	Other	Independent store	Retail network	Office service center	Sale representative	Over-the counter	
3-Soft Inc. F-33	x															x
3-Soft Inc. F-35	x															x
A-Jour Inc. F-98	x															x
Accounting By Graphics F-48	x															x
Acom Computer ... F-1	x															x
Adapt Inc. F-38	x															x
Advanced System ... F-49	x															x
Agrotech Canada Inc. F-37	x															x
AIS Consulting Ltd F-125	x															x
Algo Design Inc. F-128	x															x
Amerique Micro... F-127	x															x
Andersen Consulting F-70	x															x
Artilog Inc. F-71	x															x
Artis Data Corporation F-2	x															x
Asal Intermatique Inc. F-72	x															x
APCHQ F-3	x															x
ASW Computer ... F-73	x															x
AT&T Canada Inc. F-74	x															x
AVEC Technical F-38	x															x
Bachal Telematic Inc. F-4	x															x
Barry Mooney ... F-128	x															x
Beamscope Canada Inc. F-39	x															x
Bectern Inc. F-75	x															x
Berdain Inc. ... F-5	x															x
Bilimpax Inc. F-40	x															x
Bilaymbolics ... F-120	x															x
Bram Computer... F-129	x															x
Brass Tacks Software Inc. F-76	x															x
Business Software Ltd F-77	x															x
C.O.S. Computer ... F-130	x															x
C.T.S. Corporate ... F-131	x															x
Calculus F-132	x															x
CANBYB F-133	x															x
CANYEON Systems Inc. F-78	x															x
Capa Software ... F-79	x															x
CDP Communications Inc. F-41	x															x
CRAPQ F-40	x															x
COS Micro-technologies F-134	x															x
CIDG Inc. F-4	x															x
Circuit Design Corp. F-139	x															x
CompPart International F-42	x															x
Communication Services... F-135	x															x
Comwell Computer ... F-44	x															x
Compatible Computers F-136	x															x

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COMPANY
NAME

DISTRIBUTION

COMPANY NAME	Main Activities						Intermediaries						Sales directly to end-users				Sales Method
	Publisher	Manufacturer	Distributor-Wholesaler	Value-Added Reseller	Independent Represent.	Computer products retailer	General retailer, chain...	Software retailer	General retailer, chain...	Other	Independent store	Retail network	Office service center	Sale representative	Other	Over-the counter	
Innovative Inc. F-147																	
Integrated Cabinet ... F-148																	
Integrated Media... F-53																	
Intergraph Canada... F-94																	
Intergraph Inc. F-95																	
Intergraph Corp. F-96																	
Intergraph Corp. F-97																	
Intergraph Corp. F-98																	
Intergraph Corp. F-99																	
Intergraph Corp. F-100																	
Intergraph Corp. F-101																	
Intergraph Corp. F-102																	
Intergraph Corp. F-103																	
Intergraph Corp. F-104																	
Intergraph Corp. F-105																	
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Intergraph Corp. F-107																	
Intergraph Corp. F-108																	
Intergraph Corp. F-109																	
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Intergraph Corp. F-154																	
Intergraph Corp. F-155																	
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Intergraph Corp. F-157																	
Intergraph Corp. F-158																	
Intergraph Corp. F-159																	
Intergraph Corp. F-160																	
Intergraph Corp. F-161																	
Intergraph Corp. F-162																	

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